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Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

ALBANY, GA.

Bush, V. R., flour, feed, grain broker.
Georgia Commission Co., mdse. and grain brokers.
Martin & Co., Roy, broker, grain and feedingsuffs.

ANNISTON, ALA.

Woodruff Feed Co., dealers grain, hay, feed.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.*
Moore-Lawless Grain Co., consignments, futures, prt. wires.*

ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.
Callaway Grocery Co., The, whole. gro., grain, feeds.
Hinton & Co., O. R., mdse. and grain brokers.
O'Farrell Brokerage Co., flour, grain, hay, mxd. fds.*
Pltner & Beusse, grain and merchandise brokers.*
Steedman, Wm. B., grain, feed broker.*
Webb Brokerage Co., grain, flour, feed specialty.
Wier Feed & Grain Co., whole. grain, feed, flour.*

ATLANTA, GA.

Commercial Exchange Members.
Brooke & Co., T. H., grain, hay, flour, c/s pdts.
Fain Grain Co., W. L., flour, feed, field seeds.*
Gregg & Son, J., wholesale brokers, grain, hay.*
Leonard & Sons, J. T., feedingsuffs, mdse. brokers.
Martin, Theo. W., broker, grain, hay, mxd. feed.
Smith, Edward B., broker, grain, hay, flour, mxd. feed.
Taylor Commission Co., c/s meal c/s hulls, fertilizer.*

AUGUSTA, GA.

Board of Commerce Members.
Clark Milling Co., dealers grain & feedstuffs.*
Cranston & Co., A., brokers, grain, hay, feed.
Dunbar & Co., H. S., grain, hay, feed, flour, brokers.
Eve & Co., H. C., grain, grain pdts., mdse., brokers.
Fletcher & Co., W. W., brokers, hay, grain, flour, feed.
Hinson, O. W., broker, grain, feed, flour, hay.*
Lamb & Hollingsworth, brokers, grain, flour, feed.*
Robinson Co., P. F., brokers, feed, grain, flour, hay.

BALTIMORE, MD.

Chamber of Commerce Members.
Baltimore Grain Co., grain receivers, exporters.*
Baltimore Pearl Hominy Co., corn products.*
Blackburn & Co., C. P., grain receivers, exporters.*
Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Fahy & Co., John T., grain receivers and exporters.*
Gill & Fisher, receivers and shippers.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Jones & Co., H. C., receivers, shippers, exporters.*
Lederer Bros., grain receivers.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*
Wack & Co., Henry E., grain, hay, feeds.*

BESSEMER, ALA.

Curry & Co., J. C., feedstuffs, flour, meal.

BILLINGS, MONT.

Soule, Ralph W., grain and feed broker.

BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.*
Ceall Brokerage Co., grain, hay, millfeed brokers.*
Cosby Flour & Grain Co., W. M., grain, flour crn. ml.
Guice, Edward T., flour, grain, feed broker.*
Hemphill & Co., R. C., mdse. & grain brokers.
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.
Morgan & Co., B. C., broker grain, feed, flour, hay.*
Ramsey & Co., J. E., mdse., grain, feed, flour broker.
Southeastern Brokerage Co., grain, hay, feed.
Sunny South Grain Co., mfrs. mxd. fdl., ctn. sd. ml.
Tennessee Mill & Feed Co., feedingsuffs.*
Western Grain Co., mfrs. mxd. feed, crn. meal, grts.*
Wood-Crabbe Grain Co., mfrs. crn. ml. grts., gr., hay.*

BLOOMINGTON, ILL.

Hasenwinkle Grain Co., cash and futures.
Worth-Gyles Grain Co., cash and future grain.*

BOSTON, MASS.

Chamber of Commerce Members.
Benzacquini, Matthew D., grain brokerage commission.
Jaquith, Parker, Smith & Co., wheat, barley, mlo.*

BRUNSWICK, GA.

McKinnon, Malcolm B., grain, hay, feed, produce.
Ogg, C. D., mdse., grain & feedstuffs.
Taylor, C. A., grain, hay, feed broker.

BUFFALO, N. Y.

Corn Exchange Members.
Armour Grain Co., grain merchants.*
Bruso, O. A., grain—strictly brokerage.
Burns Grain Co., grain commission.*
Churchill Grain & Seed Co., receivers, shippers.*
Davis, Inc., A. C., grain.*
Doerty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevator Co., consignments.*
Gee-Lewis Grain Co., barley and rye.*
Globe Elevator Co., receivers & shippers.*
Harold, A. W., grain, barley a specialty.
McConnell Grain Corporation, commission merchants.*
McKillen, Inc., J. G., receivers and shippers.*
Kennedy & Co. Chas. wheat a specialty.*

BUFFALO (Continued)

Pratt & Co., receivers, shippers of grain.*
Ratliffe, S. M., commission merchant.
Seymour-Wood Grain Co., consignments.*
Townsend Ward Co., The, consignments.*
Urmston Grain Co., grain commission.*
Watkins Grain Co., consignments.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.
Cairo Grain Commission Co., consignments.*
Halliday Elevator Co., grain dealers.*
Thistlewood & Co., grain and hay.

CARROLLTON, MO.

Claiborne Commission Co., commission merchants.*

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford Grain Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*

CHATTANOOGA, TENN.

Grain Exchange Members.
Bagley & Semmes, hay, grain and feed brokers.
Chattanooga Feed Co., grain, feed, hay, cowpeas.
Harbin, A. D., hay, grain and mill feeds.
Hood Feed Co., flour, feeds, field seeds.
Lookout Brokerage Co., grain, feeds, mdse.
Tennessee River Mfg. Co., corn buyers, corn meal mfrs.
Thomasson & Co., J. T., grain, hay, feed.
Winer Feed Co., food, feed, seed.

CHICAGO, ILL.

Board of Trade Members.
Anderson & Co., W. P., grain commission merchants.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Bridge & Leonard, commission merchants.*
Carhart Code Harwood Co., grain commission.*
Cole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., commission merchants.*
Hales & Hunter Co., grain merchants.*
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Hoit & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
Lewis & Co., F. S., grain and provisions.*
McKenna & Dickey, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain receivers.
Paynter, H. M., grain and field seeds.*
Perrine & Co., W. H., grain and commission.*
Pope & Eckhardt Co., grain and seeds.
Press & Co., W. G., grain, provisions, stocks, etc.
Quaker Oats Co., buyers of grain.
Requa Bros., wheat a specialty.
Rosenbaum Bros., receivers, shippers.*
Rothschild Co., Moses, receivers and shippers.
Rumsey & Co., grain commission.*
Schiffman & Co., P. H., commission.*
Shaffer Grain Co., J. C., grain merchants.*
Simons, Day & Co., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., C. H., receivers-shippers.*
Udick Grain Co., consignments.*
Leland & Co., E. F., grain and seeds.*
Zweig & Co., Harry A., cash grain only.

CINCINNATI, O.

Grain & Hay Exchange Members.
Bingham-Scholl Co., grain merchants.*
Early & Daniel Co., grain, hay, feed.*
Mutual Commission Co., hay, grain and feed.*

CLEVELAND, O.

Grain & Hay Exchange Members.
Bailey, E. L., grain and millfeed.*
Cleveland Grain & Milling Co., The, rcvrs. & shprs.*
Gates Elevator Co., The, receivers and shippers.*
Lake Shore Elevator Co., grain and feed.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Star Elevator Co., receivers, grain, hay, straw.*
Strauss & Co., H. M., receivers, shippers hay & grain.*
Union Elevator Co., The, grain and hay.*

COFFEYVILLE, KANS.

Claiborne Commission Co., commission merchants.*

COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.*

COLUMBUS, GA.

City Mills Co., soft wheat, corn, millers.*
Dexter & Hamburger, grain, hay, feed, flour brokers.*
Joseph Co., Dan, grain, grain products.*
Watkins & Co., L. C., mdse. and grain broker.

CRAWFORDSVILLE, IND.

McCardle-Black Co., grain commission merchants.

CULLMAN, ALA.

Ponder & Kelley, grain, feed, gen'l mdse.

DALLAS, TEX.

B. A. Johnson Co., grain and flour brokers.
Rothschild Co., S., grain, c/s products, rice b/p.*

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ALA.

Lyle-Taylor Grain Co., whole. grain, hay, feeds.

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Grain Exchange Members.
Ady & Crowe Merc. Co., The, grain and hay.
Best & Co., J. D., corn, oats, barley.
Conley-Ross Grain Co., The, grain and beans.
Crescent Flour Mills, The, wheat, corn, oats.*
Denver Elevator. We buy and sell grain and beans.*
Elder Grain Co., F. W., "Always Working."
Flanley Grain Co., wholesale grain.
Gallagher Grain Co., grain merchants.*
Hungarian Flour Mills, wheat, corn, oats, etc.
Kellogg Grain Co., O. M., receivers and shippers.*
McCaull-Dinsmore Co., wholesaler and commission.*
Moore-Lawless Grain Co., private wires to all markets.*
O'Donnell Grain Co., wholesale grain.*
Phelps Grain Co., T. D., wholesale grain.*
Scott-George Grain Co., receivers and shippers.*
Summit Grain & Coal Co., wheat, corn, oats, rye, bawl.*
Thompson Merc. Co., The W. F., wholesale hay.*
Warwick Grain Co., buyers & sellers all kinds of grain.

DES MOINES, IOWA.

Board of Trade Members.
Anderson Co., D. L., grain merchants.*
Central Iowa Grain Co., consignments.*
Des Moines Elevator & Grain Co., oats a specialty.
Iowa Grain Co., receivers and shippers.
Lockwood, Lee, grain, millfeed broker.
Marshall Hall Grain Co., grain commission.
Perrine & Co., W. H., commission merchants.
Taylor & Patton Co., corn and oats.
Tower, C. A., grain broker.

DETROIT, MICH.

Board of Trade Members.
Dumont, Roberts & Co., receivers, shippers.*
Huston, O. R., grain, hay consignments a specialty.*
Lichtenberg & Son, oats, corn, hay, straw.
Simmons & Co., F. J., grain and hay.*
Swift Grain Co., consign or ask for bid.*

DUBLIN, GA.

Barton, J. W., commission merchant.
Farmers Co-op. Elev. & Mills, grain and feed.*
Paeck, R. T., broker.
Pope, J. T., flour and corn miller.
Smith Brothers, brokers, mdse., grain, feedstuffs.*
Walker, C. L., merchandise broker.

DULUTH, MINN.

Board of Trade Members.

Mitchell Co., W. C., grain commission.*

White Grain Co., shippers all grains.*

FLOYDADA, TEXAS.

Marshall Grain Co., shippers of mlo.*

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

FRANKFORT, IND.

McCardle-Black Co., grain commission merchants.

GADSDEN, ALA.

Alabama Brokerage Co., grain, feed, hay, fr., mdse.

Gadsden Brokerage Co., feed, fr., hay c/s pdts.

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENVILLE, MISS.

Lyle & Lyle, whole. grain, hay, feedstuffs.

GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

GULFPORT, MISS.

Corso & Runfalo, gro., grain, feed, flour, hay.

Gulfport Grocery Co., gro., grain, fd., fr., etc.*

Howie & Co., J. B. bkrs., grain, fd., fr., hay.

HAGERSTOWN, MD.

Valley Brokerage Co., feed, grain, hay broker.*

HAMMOND, IND.

Nowak Milling Corp., "Domino Feeds."

HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.*

Koehler-Twiddle Elevator Co., grain dealers.*

Moritz Grain Co., C., wholesale grain.*

Sexson, C. R., grain.

HATTIESBURG, MISS.

Bobo & Co., W. E., bkrs., mdse., grain, hay, fd., fr.

McLain & Co., A. S., grain, feed, mdse. broker.

Merchants Grocery Co., whole. grocers, grain, fd., fr.

HAVANA, CUBA.

Smith Co., C. E., gen'l brokers—Jacksonville, Miami.*

*Member Grain Dealers National Association.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HOUSTON, TEX.

Beatty-Archer Co., grain brokers.*
Gulf Grain Co., grain, hay, millfeed.*
Rothschild Co., S. grain, c/s products, rice b/p.*

HUTCHINSON, KANS.

Board of Trade Members.
Ayres Grain Co., grain merchants.*
Beyer Grain Co., consignments, mill orders.
Central Grain Co., The, buyers for mills.
Davidson Grain Co., receivers and shippers.
Farmers Co.-Op. Com. Co., commission merchants.
Gano Grain Co., grain merchants.
Goffe & Carkner, private wire.*
Graves & Co., T. H., grain merchants.
Hausman-Bateman & Co., grain buyers and sellers.
Hayes Grain Co., John, grain merchants.
Hinman-Yates Grain Co., receivers & shippers.*
Hutchinson Grain Co., grain merchants.
Hutchinson Term. Elvtr. Co., consignments.*
Kelly Milling Co., Wm., millers of hard wheat.
Jay Hausam & Company, grain merchants.
Jennings Grain Co., C. D., consignments.*
Kansas Grain Co., buyers and sellers.
Larabee Flour Mills Corp., hard wheat millers.
McClure Grain Co., J. B., buyers and sellers.*
Oswald Grain Co., dark hard turkey wheat, specialty.
Pettit Grain Co., L. H., grain merchants.
Prairie Grain Co., buyers & sellers milling wheat.
Reno Flour Mills Co., millers and grain dealers.
Rock Milling & Elevator Co., receivers and shippers.
Russell Grain Co., commission merchants.
Southwest Grain Co., receivers and shippers.
The Security Ele. Co., receivers, shippers milo kafir.
Union Grain Co., grain merchants.

HUNTSVILLE, ALA.

Huntsville & Decatur Bkg. Co., dlrs. gr. & gr. pds.
Lyle & Lyle, whsle. grain, hay, feedstuffs.

INDIANAPOLIS, IND.

Board of Trade Members.
Belt Elevator & Feed Co., receivers and shippers.
Bingham-Hewett-Scholl Co., grain merchants.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain Co., grain commission.
Evans Grain Co., W. R., commission and brokerage.*
Goldberg Grain Co., consignments.*
Hayward-Rich Grain Co., grain commission.*
Hill Grain Co., The Lew, commission & brokerage.
Hoosier Grain Co., consignments only.
Kendrick & Sloan Co., Inc., grain and hay.
Kinney Grain Co., H. E., receiver and shipper.*
McCardle-Black Co., grain merchants.
Menzie Grain & Bkg. Co., Carl D., grain commission.*
Merchants Hay & Grain Co., hay, grain, mill feed.*
Montgomery & Tompkins, receivers and shippers.
Shotwell & Co., C. A., grain & hay.
Steinhart Grain Co., commission and brokerage.*
Urmon Grain Co., receivers and shippers.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.*
Stockbridge Elvtr., track buyers, sellers, gr. & sds.
Wagner-White Co., track buyers-sellers, grain-feed.

JACKSON, MISS.

Aviston Flour Co., feed mfrs. whl. flour, grain.*
Brittain & Co., P. L., mer. bkrs., dlrs. hay, gr., mill pds.
Green, R. H., whsle. groceries, pdc, grain, mill feed.
Nall & Co., A. S., grain brokers.
Royal Feed & Mfg. Co., mixed feed mfrs.*

JACKSONVILLE, FLA.

Baker Co., A. S., brokers, grain, feedstuffs, mdse.
Florida Gr. & Elvtr. Co., corn and oats.
Howard Grain Co., whsle. dealers grain, hay, flour.*
Hulsey-Bessent Co., hay, grain, produce brokers.
Hunt Co., C. C., brokers, grain, feed, hay, flour, mdse.
Savage & Redavats Co., merchandise & grain brokers.
Smith Co., C. E., gen'l brokers, Havana & Miami.*
Wilson & Parker Co., brokers, grain, feed, hay, etc.*

JASPER, ALA.

Aenff, J. D., buyer white milling corn.
Robins, J. H., grain, hay, feed, flour broker.

KANSAS CITY, MO.

Board of Trade Members.
Alfalfa Grain Pds. Co., everything in the feed line.
Beyer Grain Co., consignments.
Bruce Bros. Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, milo.*
Claiborne Commission Co., commission merchants.*
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Dilts & Morgan, consignments.*
Ernst Davis Grain Co., commissions.*
Federal Grain Co., receivers, shippers.*
Frisko Elevators Co., grain merchants.*
Goffe & Carkner, receivers and shippers of grain.*
Hall-Baker Grain Co., consignments.
Hinds Grain Co., The, receivers, shippers.*
Hipple Grain Co., feterita, kafir, milo.
Larabee Flour Mills Corp., The, mfrs. "Larabee Best."
Logan Bros. Grain Co., receivers and shippers.*
Masters Brokerage Co., H. S., flour, millfeed, grain.
Mensendieck Grain Co., consignments.*
Miller Grain Co., S. H., consignments.
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers and shippers.*
Moritz & Co., C., consignments.
Norris Grain Co., grain merchants and exporters.
Parker Corn Co., corn, oats, kafir, milo.*
Roehen Grain Co., E. E., consignments.
Roth Grain Co., consignments and futures.*
Secular Bishop Grain Co., receivers and shippers.*
Shannon Grain Co., consignments.
Simonds, Shields, Lonsdale Grain Co., grain.*

KANSAS CITY (Continued)

Stevenson Grain Co., buyers and sellers.*
Terminal Elevators, receivers, shippers.*
Twidale-Wright Grain Co., consignment futures.
Thresher Fuller Grain Co., grain commission.*
Western Grain Co., shippers (a specialty).*

KNOXVILLE, TENN.

Davis & Susong Co., hay, grain, feed.*
Levy & Co., R. T., merchandise and grain brokers.
Security Mills & Feed Co., mfrs. of mixed feed.*
Smith & Co., J. Allen, flour, meal, feed.*

LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., branch at Kansas City.

LITTLE ROCK, ARK.

Grain Exchange Members.
Cunningham Commission Co., grain, corn products.*
Caple & Stockton, hay, grain, feed.
Cochran Co., H. K., grain dealers.
Daniel Mill & Elevator Co., Joe, grain, hay, feed.
Darragh Company, hay, grain, mixed feeds.*
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.
Farmer Wilson Co., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain brok., hay, grain, mill feed.*
Hayes Grain & Commission Co., dealers in grain, hay.
Munn Brokerage Co., grain, hay, mill feed.*
Niemeyer Grain Co., George, grain, hay, mill feed.*
Weinmann Milling Co., Grain, hay, mixed feeds.
Wilson Co., John R., grain brokers.

LIMA, O.

Gable-Paine Co., hay and grain.

LINCOLN, NEBR.

Grain Exchange Members.
Barstow Grain Co., W. T., recvrs. and shprs. all grs.
Central Granaries Co., wheat, corn, oats, rye barley.
Cummings Grain Co., M. T., grain, seed, millfeed.*
Ewart Grain Co., wheat, corn, oats, rye, barley.*
Foster Grain Co., receivers and shippers.
Gooch Milling & Elvtr. Co., flour feed, macaroni pds.
Lincoln Grain Co., grain merchants.*
Nebraska Corn Mills, meal, pearl hominy, corn, flour.
Paul, John M., grain broker.
Western Feed Dealers Supply Co., hay, gr., millfeeds.
Wright-Leet Grain Co., receivers and shippers.

LOS ANGELES, CALIF.

Pacific Grain & C. S. P. Co., grain & c/s meal.

LOUISVILLE, KY.

Board of Trade Members.
Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Edinger & Co., grain, hay, flour.
Farmer & Sons, Oscar, hay, grain and feeds.*
Fruehnticht-Henry, grain, feed, hay.
Kentucky Public Elevator Co., storers and shippers.*
Schuff & Co., A. C., specialty white mlg. corn, wh.
Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.*

MACON, GA.

Dorsett Co., W. C., brokers, grain feed, flour.
National Milling Co., mfrs. mixed feed.
Mott Brokerage Co., hay, grain, flour, feed broker.*

MARSHALL, MO.

Claiborne Commission Co., commission merchants.*

MEMPHIS, TENN.

Merchants Exchange Members.
Anderson, Embrey E., grain, hay, ear corn specialty.*
Brown, Walter M., broker & com., consignments.*
Buxton, E. E., broker and commission merchant.*
Cereal Byproducts Co., everything for mixed feeds.
Clark-Burkle & Co., grain and hay.*
Cook, L. P., receiver and shipper.
Davis & Andrews Co., grain, mixed feed.*
Delta Flour & Feed Co., flour, feed, meal, grains.
Denyven & Co., brokers and commission.*
Edgar-Morgan Co., mixed feed manufacturers, grain.
Hasenwinkle, H. J., consignments.
Horton & Co., J. B., grain dealers.
International Sugar Feed No. 2 Co., mfrs. swt. mx. fd.
Jones, Lee D., grain dealers.*
Lovitt & Co., L. B., cotton seed and peanut products.
Marks & Anderson, wholesale grain, hay, mixed feed.
Memphis Milling Co., high grade mixed feed.*
National Brokerage Co., flour, grain, feed brokers.*
Mississippi Elevator Co., grain dealers, feed mfrs.*
Nessly Co., J. L., broker, com., alf. meal, molasses.*
Patterson & Co., G. E., mfrs. mixed feed, grain.*
Pease & Dwyer, grain, mixed feed.*
Riverside Elevator & Warehouse, broker & whose'man.
Royal Feed & Milling Co., mixed feed manufacturers.
Scruggs-Robinson Co., brok. com. mer., consignments.*
Sessum Coal & Grain Co., grain, mixed feed.
Tate & Co., J. E., wholesale grain dealers.
U. S. Feed Co., grain, hay, mill feed.*
Wade & Sons, Inc., John, grain, feed, flour.*

MERCER, MO.

Alley, A. A., dealers & broker, grain and seeds.
Alley Grain Co., oats, corn, wheat, seeds.*

MERIDIAN, MISS.

Board of Trade Members.
Anderton & Co., W. A., whsle brokers, gr., hay, fd.
Elkin-Henson Grain Co., gr. mxd. fd., hay, ctn. sd. pts.
George Co., The A. H., grain dlrs., mxd. fd. mfrs.*
Gibson Brokerage Co., J. A., grain & mdse. brokers.
Harris, John H., grain and mdse. brokers.
Hayward & Scott, grain brokers & mfrs. agents.
Lyle Grocery Co., The Tom, who. gro., grain & hay.
Lyons & Co., A. J., whsle. gro., grain, feed.
Meridian Grain & Elvtr. Co., gr. dlrs., mxd. fd. mfrs.

MERIDIAN, MISS. (Continued)

Meyer Bros., wholesale groc., grain, feed.
Smith Brokerage Co., grn., gr. pds., hay, ctn., sd. pts.*
Sturgis Co., grain dealers, mixed feed mfrs.*
Threefoot Bros. & Co., whsle grain, feed, dr., gro.*
Snowden Com. Co., grain, hay, rice brokers.
Tutt Grain Co., J. B., grain, fd., c/s products dlrs.
Queen City Feed Co., grain, hay, flour, corn meal.
Winner-Klein & Co., whsle gro., grain, feed.

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

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Blanchard Grain Co., "Always Dependable."*
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Cargill Grain Co., grain and seeds.
Donahue-Stratton Co., dlrs. grain and feed.*
Flanley Grain Co., consignments solicited.
Frank-La Bunde Grain Co., feeds, grain, hay.
Fraser-Smith Co., commission merchants.*
Kamm Company, P. C., grain shippers.*
Lauer & Co., J. V., grain merchants.
Merriam Commission Co., consignments.
Milwaukee Grain Commission Co., grain commission.*
Mitchell Co., W. C., commission merchants.
Mohr-Holstein Commission Co., grain merchants.*
Rang & Co., Henry, commission merchants.
Rankin, M. G. & Co., grain and feed.
Rialto Elvtr. Co., grain receivers and shippers.*
Runkel & Daddum, grain commission merchants.*
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Thayer & Co., C. H., receivers & shippers.*
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Carter-Sammis & Co., grain commission.*
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Chambers-Mackay Co., screenings & mill feed.
Dalrymple Co., William, grain commission.*
Davies & Co., F. M., grain commission.*
Gee Grain Co., G. E., receivers and shippers.
Getchell-Tanton Co., grain commission.
Godfrey Grain Co., receivers and shippers.*
Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.
Lewis & Co., Chas. E., consignments.*
Malmquist & Co., C. A., receivers & shippers.
Marfeld Grain Co., grain commission.*
McCaull Dinsmore Co., consignments solicited.*
Mitchell Co., W. C., grain commission.*
Poehner Co., H., grain commission.*
Quinn-Shepherdson Co., receivers and shippers.*
Scroggins Grain Co., corn and oats.*
Seidl, Frank J., all grains and feeds.
Sterling Grain Co., receivers and shippers all grains.
Van Dusen-Harrington Co., grain merchants.*
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Wernli-Anderson Co., grain commission, screenings.
Woodward Newhouse Co., grain merchants.
Zimmerman, Otto A., barley and oats my specialty.

MOBILE, ALA.

Butler & Clark, mdse., grain, ctn. sd. pds., brokers.
Cleveland Co., Frank, bkrs. & com. merchants.
Hopper & Co., H. M., grain, mldfs., hay brokers.*
King & Co., John R., bkrs., grn., mldfs., hay, beans.
Meador & Co., W. M., mdse. & grain brokers.
Minnis & Co., A. R., bkrs., grain, feed, ctn. sd. pds.
McKinney, W. J., broker.
Suttle, J. L., grain, gr. pds., feed, mdse. broker.*
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Vass & Co., H. P., mdse. & grain brokers.
Ziliak & Schafer Mlg. Co., grain & gr. pds., feed.
Zimmer's Co., J., mxd. fd. mfrs., dlrs. grain & hay.

MONTGOMERY, ALA.

Alabama Black Belt Co., gr. bkrs., dlrs. in Ala. pds.
American Mlg. & Feed Co., mfrs. crn. ml., gr. dl., fd.
Broadner Bros., grain, feed, flour, mdse. bkrs.
Cody-Craig Co., grain, feed, flour, mdse., brokers.
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Lutz & Co., E. G., bkrs., grain, feed, flour, mdse.
Mitchell & Co., Chas. E., dlrs., hay, grain, cow peas.
Richardson Co., O. A., grain, feed, flour brokers.
Shank & Copeland, bkrs., grain, fd., fr., hay, mill pds.
Smith Brokerage Co., grain, feed, flour, hay.
Winter, Loeb Grocery Co., grain, feed, flour, mdse.

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Crozier & Co., W. H., receivers and shippers.*
Daugherty-Vincent Grain Co., receivers and shippers.*
Gillette Grain Co., The, operators steel elevator.*
Hale & Sons, J. R., receivers and shippers.*
Jones & Co., Chas. D., receivers and shippers.*
Kerr, S. S., receiver and shipper.*
Liberty Mills, flour and feed.*
Mero Mills, FLavo FLour, feeds.*
Nashville Grain & Feed Co., receivers and shippers.

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In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

NASHVILLE, TENN. (Continued)

Nashville Roller Mills, self rising flour mfrs.*
Nashville Warehouse & Elevtr. Co., public storage.*
Neil Shofner Grain Co., receivers and shippers.*
Tate, W. R., receiver and shipper.*
Tennessee Grain Co., receivers and shippers.*
Tyner & Co., John A., corn, wheat, oats, seeds.*
Wilkes & Co., J. H., grain, flour, feeds.*
Worke & Co., R. H., grain, feed, hay.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

NEW ORLEANS, LA.

Board of Trade Members.

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Barr, R. J., grain exporter.*
Gibbons, J. T., gr. dealers, mixed fd. mfrs., expts.
Kalman Co., Paul R., recvrs., shprs., expts. of grain.
Langenberg Hay & Grain Co., recvrs., shprs. & expts.*
Lunham & Moore, forwarding & freight brokerage.
Matthews & Bro., Chas. R., grain & grain pdts., brks.*
Matthews Sons, Geo. B., recvrs. & shprs., feed mfrs.
Milam-Morgan Co., Ltd., recvrs., shprs., mx. fd. mfrs.
Nathan & Pettis, fwdg. agt. & expt. fght. broker.*
Neumond, Inc., K. & E., dlrs. & expts in feed articles.
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.*
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.*
Rogers, James M., grain brokerage & forwarding.*
Royal Feed & Mfg. Co., mfrs. of mixed feed.
Thomas Co., James, exporters & forwarders.
Waterman & Co., J. S., gr. flour & fd. bkrs., fr. jobs.*

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Produce Exchange Members.

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Jones & Co., M. B., buyers—quote us.*
Knight & Company, commission merchants.*
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Schwartz & Co., B. F., commission merchants.*
Therrien, A. F., broker.*

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Moon-Taylor Co., grain and hay brokers.*

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Grain Exchange Members.

Bennett & Co., Jas. E., gr. stocks, cotton, provisions.*
Cherokee Grain Co., grain merchants.*
Conyers Grain Co., grain merchants.*
Coyle Co., The W. H., c/s pdts., grain, hay.
Dustin Grain Co., grain, feed, seeds.*
Lang Grain Co., J. H., prompt and efficient service.*
Langenberg Bros. Grain Co., grain merchants.*
Maney Export Co., grain, feed, seeds.*
Marshall Grain Co., grain, feed, seeds.*
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Perkins Grain Co., W. L., commission merchants.*
Polson & Co., C. A., commission merchants.*
Stinnett Grain Co., grain merchants.*
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Butler Welsh Grain Co., grain merchants.*
Carlisle Grain Co., S. S., consignments.*
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Kern Co., brokers and commission merchants.*
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Maney Grain Co., The, consignments.*
Merriam Commission Co., receivers and shippers.*
Miller Wilson Grain Co., receivers and shippers.*
Oswald Delaney Grain Co., consignments.*
Roberts Grain Co., Geo. A., grain merchants.*
Rothschild Grain Co., corn and oats.*
Stockham Grain Co., E., commission merchants.*
Taylor Grain Co., brokers.*
Trans-Mississippi Grain Co., receivers and shippers.*
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Updike Grain Co., consignments.*

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Luke Grain Co., grain commission.*
McFadden & Co., G. C., consignments.*
McCreery & Son, J. A., wheat, corn, oats.*
Miles, P. B. & C. C., grain commission.*
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Slick, L. E., consignments solicited.*
Turner Hindnut Co., receivers and shippers.*
Tyns Grain Co., commission merchants.*
Worth-Gyles Grain Co., grain commission.*

PENSACOLA, FLA.

Bonacker Bros., pkrs., gr., hay, feed, fr., c/s pdts.
Consolidated Grocery Co., whole gro., grain, produce.
Gonzales Co., The M. F., gr., hay, feed, mfrs. crn. ml.

PENSACOLA (Continued)

Jones & Co., B., grain, hay, flr., mill feed brokers.
Meador & Co., W. M., mdse. & grain brokers.
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Wolf, I., mdse., grain, feed broker.

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Richardson, Geo. M., grain and feeds.*
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McCague, R. S., grain, hay.*
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Walton Co., Samuel, grain and hay.*
Young & Fisher, brokerage and commission.*

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Doten Grain Co., The, grain, feed, flour.
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Paris Flouring Co., flour, grain and feed.*

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Pacific Grain Co., grain exporters.*
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Manucy, J. E., whlse. feed & grain broker.

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Tilly Co., The Chas. H., seed merchants.*

Webster & Co., E. A., grain commission, oriental seeds.

SELMA, ALA.

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Campbell & Co., McD., brokers gr., flr., mdx. fd., hay.

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Ross, Rivers F., flour, feed & grain broker.*

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Ballard-Messmore Grain Co., recvrs. grain, hay, seeds.
Bushfield Grain Co., receivers and shippers.
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Dreyer Commission Co., feeding stuffs, grain, seeds.*
Elmore Schultz Gr. Co., receivers and shippers grain.*
Goffe & Carkner Co., grain commission.*
Graham & Martin Grain Co., grain commission.*
Ichtertz & Watson, grain, seeds and hay.*
Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
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Turner Grain Co., grain commission.

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Claiborne Commission Co., commission merchants.*

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Warwick Grain Co., consignments solicited.
Western Terminal Elevator Co., receivers and shippers.

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Moritz Grain Co., C., wholesale grain.

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Hammerly, E. T., grain, hay, feed, seed.

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Dahnke-Walker Milling Co., milling, grain, feed.*

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WICHITA, KANS.

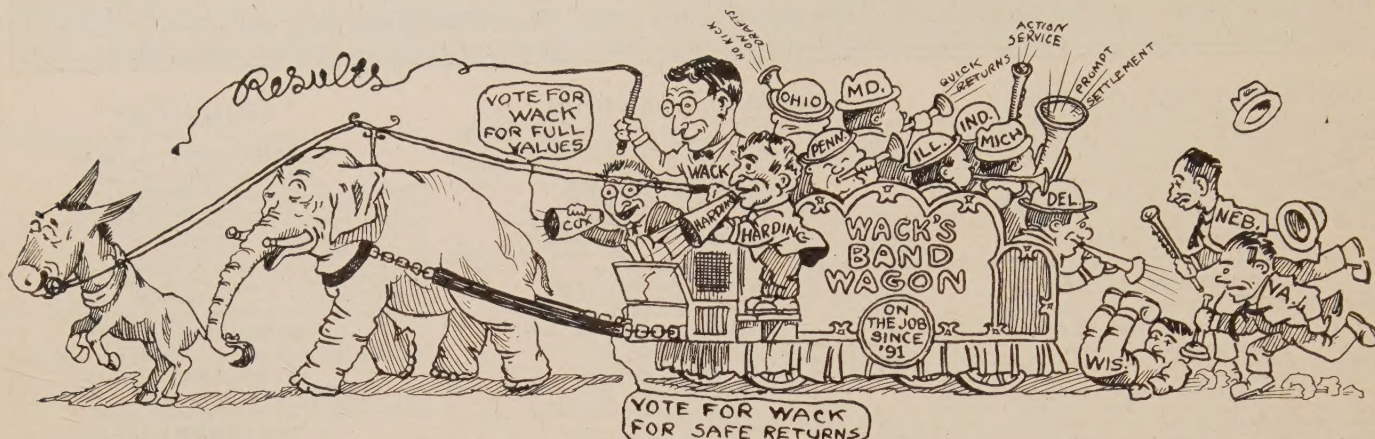
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Consignments

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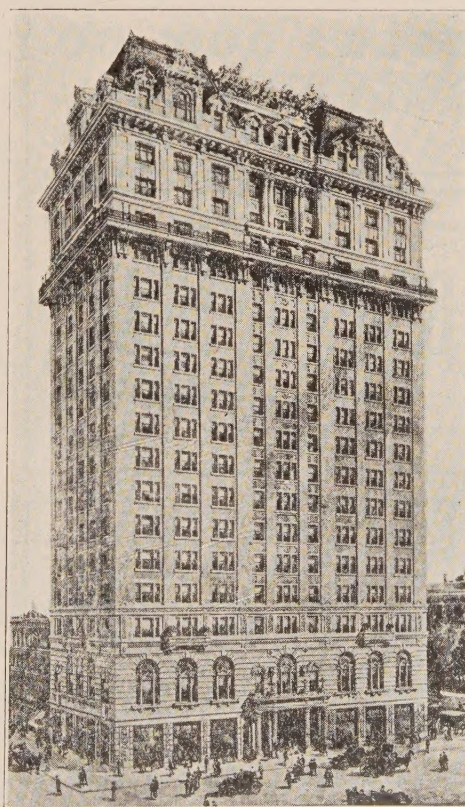
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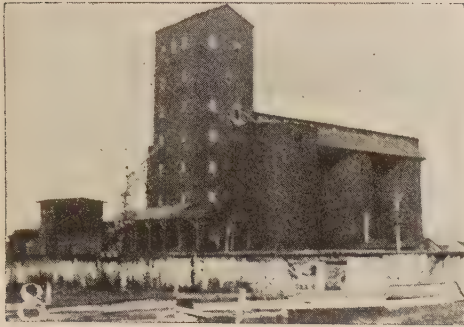
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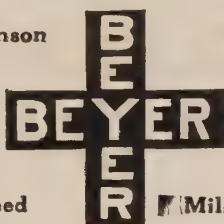
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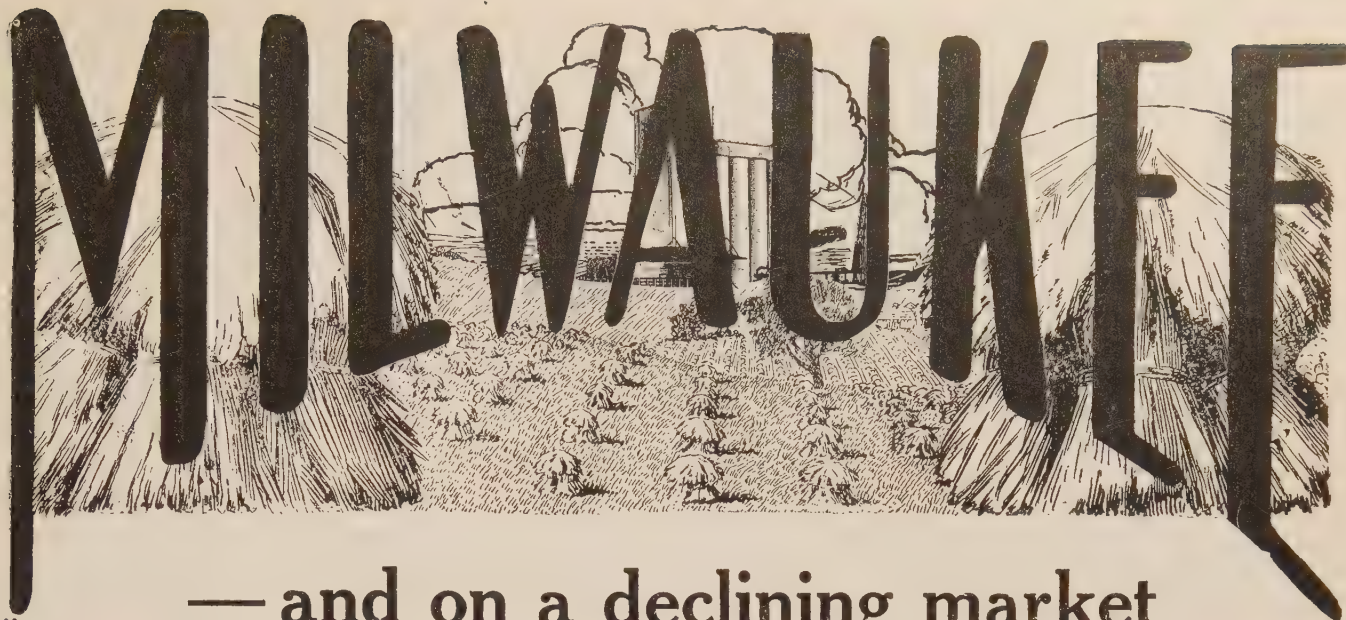
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 Oat meal mills use annually... 7,800,000 bus.

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"Everything in the Feed Line"

For Accurate Moisture Tests
use our Grain Dealers' Air
Tight Cans for forwarding
your grain samples.
ST. LOUIS PAPER CAN & TUBE CO.
ST. LOUIS, MO.

EASTERN and SOUTHERN BUYERS
Wire your bids for Grain and Hay to
WAND, TODT & COMPANY
Shippers and Track Buyers
LITCHFIELD, ILL.
Members St. Louis Merchants Exchange

MODERN FLOUR MILLS
1,000 Bbls. Daily
In the Market for
Red Winter Wheat
MACON, GA.

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"Follow The Flag"
With Your Shipments
URMSTON GRAIN COMPANY
INDIANAPOLIS, IND.

Hayward-Rich Grain Co.
GRAIN COMMISSION
511 Board of Trade Building
INDIANAPOLIS, IND.

BELT ELEVATOR & FEED CO.
Fred Vawter
INDIANAPOLIS, IND.
Commission—GRAIN—Brokerage
When we get your trade we will be just as
anxious to hold it as we are now solicitous
about having you send a trial car.

Established 1883
H. E. KINNEY GRAIN CO.
617 Board of Trade
INDIANAPOLIS, IND.
SAM J. BRUCE, Manager Consignment
Department

25 Years' Experience
KENDRICK & SLOAN CO., Inc.
GRAIN-HAY
518 Board of Trade, Indianapolis, Ind.

Consign to GOLDBERG GRAIN COMPANY
AND GET THE FULL MARKET PRICE EVERY TIME

MERCHANTS HAY & GRAIN CO.
INDIANAPOLIS, IND.
HAY, GRAIN AND MILL FEED
We Solicit Your Consignments

WM. R. EVANS GRAIN CO.
Commission and Brokerage
Our experience will get you the results you are
after. Send us your corn and oat shipments.
Board of Trade Bldg. Indianapolis, Ind.

The Lew Hill Grain Co.
(Incorporated—Capital Stock \$50,000)
GRAIN
Commission and Brokerage
Earnestly Soliciting Your Business and Correspondence
Board of Trade Indianapolis, Ind.

EVERY time you boost the JOURNAL you encourage and
help us to make it better.

M^CCARDLE-BLACK CO.

Grain Commission Merchants

INDIANAPOLIS

SEND US YOUR CONSIGNMENTS OF NEW WHEAT

Wire Your Offers on Grain to Arrive

Future Orders Executed in All Markets

Direct Private Wires

Members of:

Chicago Board of Trade
Indianapolis Board of Trade
Grain Dealers National Ass'n
Illinois Grain Dealers Ass'n.
Indiana Grain Dealers Ass'n

Branch Offices:

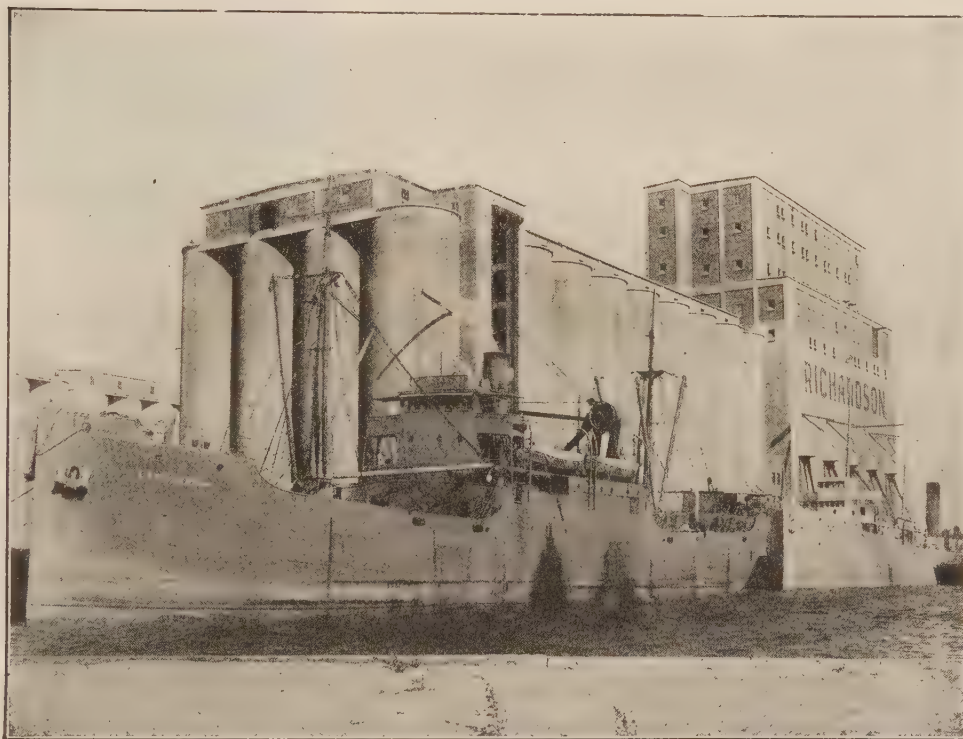
Paris, Illinois
Frankfort, Indiana
Crawfordsville, Ind.
Vincennes, Ind.

Correspondents of James E. Bennett & Co., Chicago, Illinois

Established 1857

James Richardson & Sons Limited

Grain Elevator Owners and Operators
Grain Shippers and Grain Exporters
CANADIAN AND AMERICAN GRAIN



Two million bushel elevator recently erected for James Richardson & Sons, Limited, at Port Arthur, which represents the last word in elevator construction and efficiency.

AMERICAN MILLERS

Ask us for Canadian Wheat Prices.

Private Wire Connections—From Coast to Coast in Canada
To Chicago and New York in U. S. A.

Own and operate 100 Elevators in western Canada. Transfer Elevator at Winnipeg for all rail business. Terminal Elevator at Port Arthur. Transfer Elevators in eastern Canada at Kingston and Quebec.

Head Office: KINGSTON, ONT.

Branches—CALGARY, QUEBEC, FORT WILLIAM, SASKATOON, WINNIPEG, MONTREAL, TORONTO

PROOF!**MAINTENANCE EXPENSE REPORT
(YEARLY REPORT)**

Machine: Carter Disc Separator

To one quart oil, grease, etc.,	80
To one hour time cleaning and oiling	1 00
	1 80

Compare "nothing" with your present repair bill on grain cleaning machinery. The simplicity of a Carter Disc Separator will save enough in repair bills to pay for itself.

"A HAND PICKED SEPARATION"**THE NEW CARTER DISC SEPARATOR**

Made by CARTER-MAYHEW MFG. CO., Minneapolis, Minn. Address Canadian inquiries to STRONG-SCOTT MFG. CO., Ltd., Winnipeg

"As Far As We Can See, the Maintenance Expense Is Nothing"

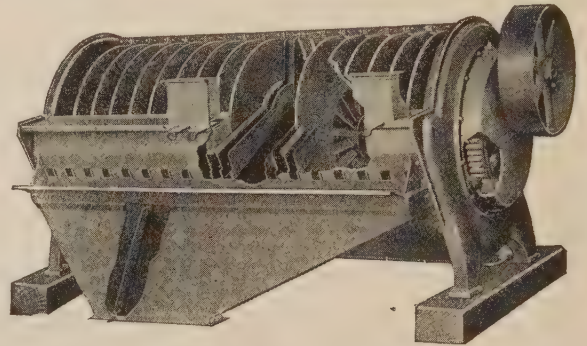
This statement was made in a letter from the Bartlett-Frazier Company, dated March 22, 1920. The company operates three 17-disc New Carter Disc Separators.

The customer is right!

Five minutes' work and a quart of oil a year will fully cover the maintenance and repair expense on the machine. This remarkable claim has been conclusively proved. It is made possible because of the simplicity of the New Carter Disc Separator. There is nothing to adjust, nothing to wear out, nothing to get out of order! The theory is as simple as the four revolving wheels on a wagon—and the performance is as positive.

The maintenance expense you now have on the ordinary grain separator will pay for a new Carter Disc Separator in a few years—and in addition will give you a **commercially perfect separation.**

Others are cashing in now on clean wheat with less separating expense. Why don't you do it?



Bauer
SCIENTIFIC

Motor Driven Attrition Mill;
also made for Belt Drive.

O. K. From Every Standpoint

The design of a Bauer Attrition Mill includes all the operator expects in an Attrition Mill, with some very desirable and exclusive features in addition.

Get acquainted with these dependable machines. Write for information. Our larger experience is at your service.

THE BAUER BROS. CO.
506 Bauer Bldg. Springfield, Ohio, U. S. A.
Makers of Single Disc Mills, Centrifugal Bolting Reels,
Corn Crackers, Cake Breakers, etc.

SCIENTIFIC

Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{8}$ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.75

Form 19GT Triplicating (375 pages) 2.25

Grain Dealers Journal

305 So. La Salle St.

Chicago, Ill.

To all users of Long-Cone Dust Collectors~



Caution!

Any manufacturer not licensed by us to make long-cone dust collectors is infringing on our patents. Persons, firms, or corporations buying from such manufacturers are liable to suit for unauthorized use of such collectors.

If you have been using long-cone dust collectors without our authority since October 5, 1920—probably innocently—you have been infringing on our patents.

On that date the United States Patent Office issued us basic and complete patents covering this type collector. This action resulted from the recent decision of the Court of Appeals of the District of Columbia—culminating six years of litigation—in awarding the right to such patents to Mr. R. L. Bobbitt, Wichita, Kas.

Our patents are not based simply upon the head of the collector. They are on the *long-cone type*!

Doubtless you purchased your collectors, or made them yourself, not knowing that patent rights were tied up in the courts.

If so, we are desirous of making settlement with you on a reasonable basis.

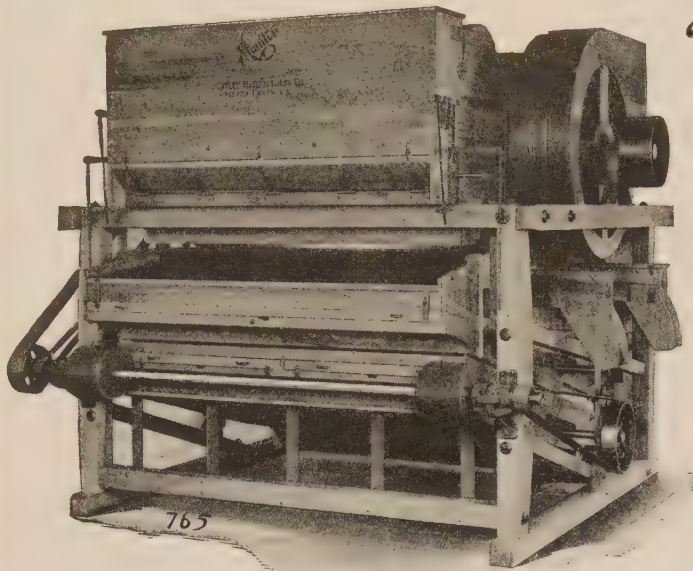
Advise us without further delay.

It will save you trouble and expense.

BOBBITT DUST COLLECTOR CO.

FRANK S. LARABEE · Pres.

KANSAS CITY, MO.
SECURITY BLDG.



"A Creation of
Mechanical Intelligence"

DESCRIBES THE

Monitor

RECEIVING
SEPARATOR

Every day you operate
a grain cleaning plant
without one of these
machines you operate
under a handicap.

Maximum Results and Profits Are Yours for the Taking

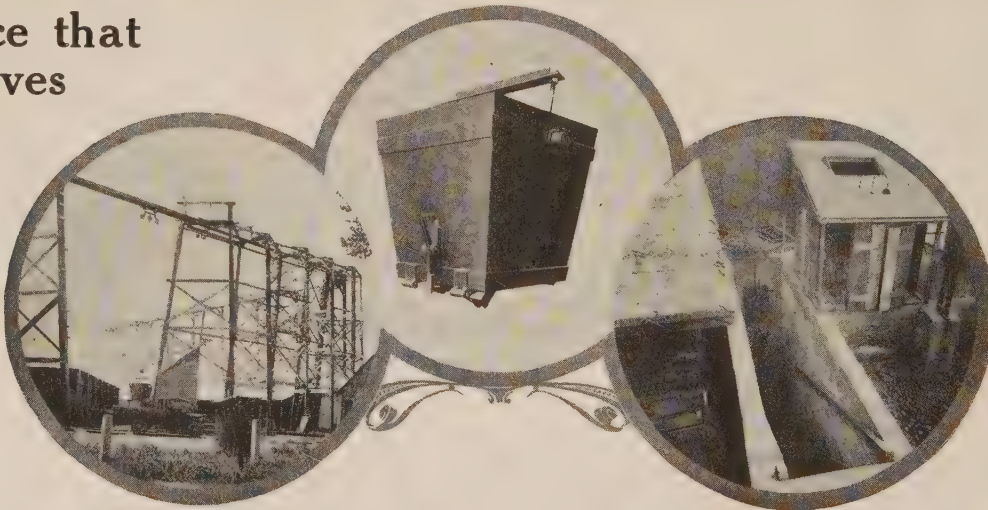
Canadian Plant
HUNTLEY MFG. CO. Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.

P. O. DRAWER B.

SILVER CREEK, N. Y.

Service that
Saves



Coal, Grain and Lumber
handled economically by the
Godfrey System

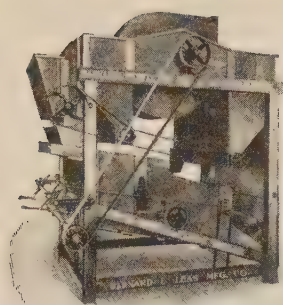
Records show that Companies using a Godfrey Conveyor to unload and store their **Grain and Coal** are materially reducing their unloading and storing costs and increasing their profits.

Both small and large Grain and Coal Dealers in all parts of the United States have solved their handling problems with the service of a "Godfrey."

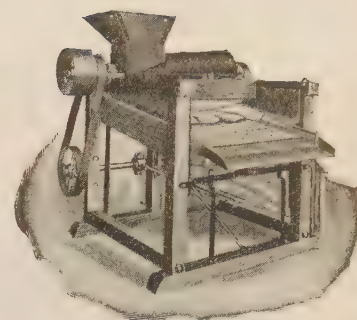
Demurrage charges, degradation losses, labor troubles and handling difficulties are eliminated—all at a cost that will be paid from the savings in a remarkably short time.

Write for literature. A request for our representative in your territory to call and estimate costs and savings involves no obligation.

GODFREY CONVEYOR CO., 107-127 13th Street, Elkhart, Indiana



□ □ ELEVATOR MACHINERY □ □



QUICK SERVICE

LOWEST PRICES

The Barnard-Moline line of Corn, Feed and Cereal Mill and Grain Elevator machinery produces a Quality of Service that is unexcelled. It helps you maintain the good will of your customers for Quality Products. Now is the time to install that new—

Feed Mill Machinery

and get in line for grinding this year's crop of feed. We are there with the goods in double-quick time when it comes to—

Break-Down Repairs

as we maintain a large supply of repair parts, ready for quick shipment. We have everything you need in the way of—

Grain Elevator Supplies and Power Transmission Machinery

Lowest prices. Prompt shipments.
Let us quote on your requirements.

BARNARD & LEAS MFG. CO.

MILL BUILDERS AND
MILL FURNISHERS

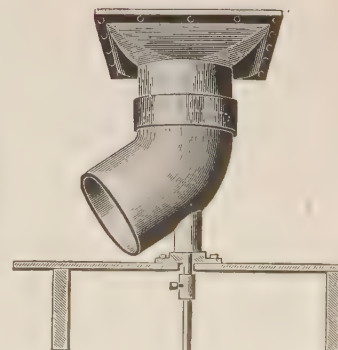
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

□ □ □ CORN, AND CEREAL MILL MACHINERY □ □ □

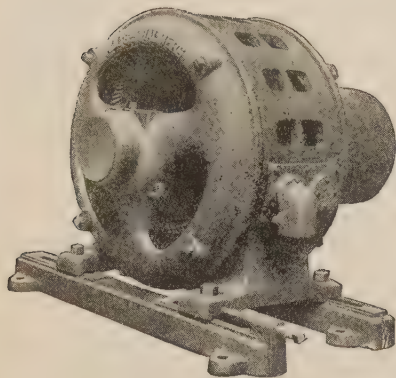
□ □ □ COMPLETE GRAIN HANDLING EQUIPMENT □ □ □



□ □ FEED MILL MACHINERY □ □



ALTERNATING CURRENT MOTORS

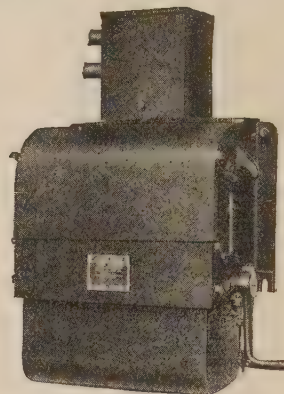


Type "AN" Squirrel Cage Induction Motor

Allis-Chalmers Motors

are built in various types designed to meet the characteristics of the driven machine.

Our experience, covering a quarter of a century in the design, building and commercial application of motors of all kinds is at your service.



Type "N" Potential Starter for Squirrel Cage Motor



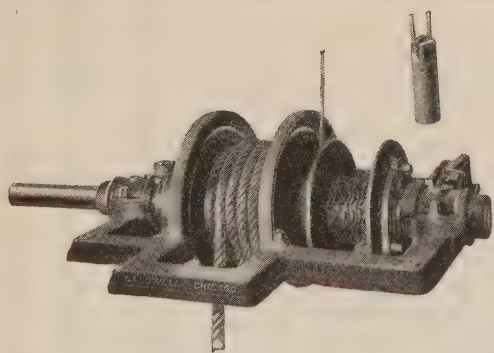
ALLIS-CHALMERS PRODUCTS
Electrical Machinery
Steam Turbines
Steam Engines
Gas and Oil Engines
Hydraulic Turbines
Crushing and Cement Machinery
Mining Machinery

ALLIS-CHALMERS
MANUFACTURING COMPANY
Milwaukee, Wisconsin, U. S. A.

District Offices in All Leading Cities



ALLIS-CHALMERS PRODUCTS
Flour and Saw Mill Machinery
Power Transmission Machinery
Pumping Engines-Centrifugal Pumps
Steam and Electric Hoists
Air Compressors - Air Brakes
Agricultural Machinery
Condensers



Power Grain Shovels

The improved design Caldwell shovel is preferred because of the simplicity of design and substantial construction. It is heavier and stronger than the older patterns and the winding drum is larger. Those portions of the mechanism subject to shock or unusual wear are made of steel and the frame is what is known as box cross section.

Everything in the elevating and conveying line for your elevator can be furnished by us. Helicoid Screw Conveyor, Conveyor Troughs, and Fittings, Sprocket Wheels, Chain, Elevator Legs, Boots, and Buckets, Friction Clutches, etc.

Send for catalogue No. 45.

H. W. CALDWELL & SON CO.

Chicago, Ill.—17th St. and Western Ave.

New York—50 Church St.

Dallas, Texas—709 Main St.

Duplicating Grain Contracts

Do not take chances on verbal contracts for future delivery of the grain you are now purchasing. With the present unstable condition of the markets, Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure.

Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase. They certify the Farmer "has sold— Bushels of — at — cents per bushel, to grade No. —, to be delivered at — on or before —." They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound and supplied with 4 sheets of carbon. Size 5¼x8¼ inches.

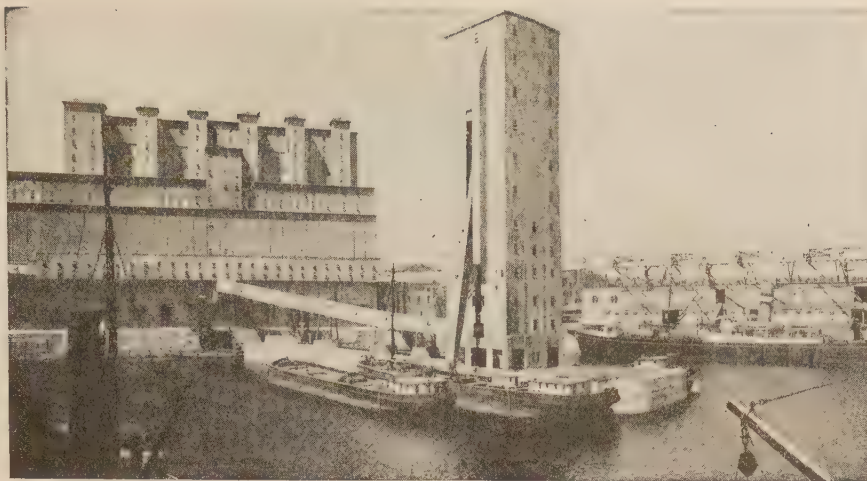
Order Form 10DC, Price \$1.00

Send all orders to

Grain Dealers Journal

305 South La Salle St.

CHICAGO, ILL.



WEBSTER SERVICE

In almost every industry, material handling machinery is rapidly replacing costly hand labor, but whether your conveying system will prove a real economy, depends largely upon the careful selection of equipment to suit your individual need. This is a most important feature in planning any installation of labor conserving machinery.

Webster engineers have an accurate, scientific knowledge of conveying and elevating problems which comes only from a wealth of experience. No matter how complex your problem, or how severe your requirements, Webster engineers can be relied upon to recommend a conveying system which will deliver maximum service under working conditions where only the best equipment can stand up, month after month, under gruelling work.

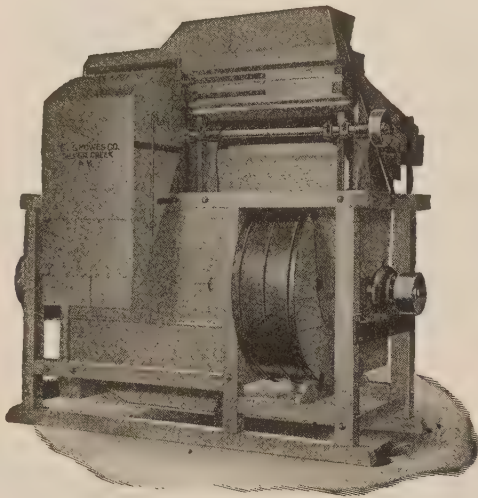
Let us help you select the right elevating or conveying equipment so that your satisfaction will be doubly sure.



THE WEBSTER MFG. COMPANY
4500 - 4560 CORTLAND STREET
CHICAGO

FACTORIES CHICAGO AND TIFFIN, OHIO.

SALES OFFICES IN PRINCIPAL CITIES



"EUREKA" OAT CLIPPERS

are big and strong and rugged—made to run twenty-four hours a day, and three hundred and sixty-five days in a year, and they'll do it, and do it so easily that you will forget you have one on the job.

Maximum of Efficiency — Minimum Cost of Upkeep. That's what is accomplished

by the

"EUREKA" OAT CLIPPER

ASK FOR BULLETIN NO. 68.

S. HOWES CO., Inc.
SILVER CREEK, N. Y.

European Branch: 64 Mark Lane, London, England.

REPRESENTATIVES:

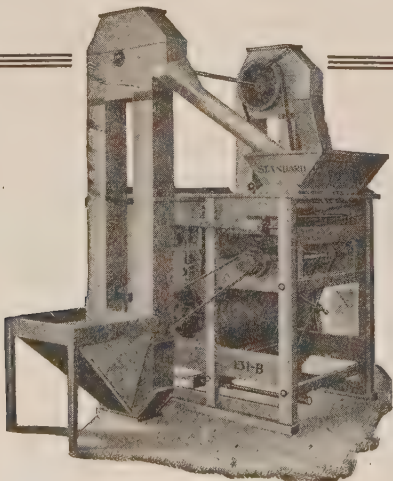
William Watson, Room 415, 111 W. Jackson Blvd., Chicago, Ill.
J. E. Gambrill, 749 E. Church St., Marion Ohio.
J. Q. Smythe, 3951 Broadway, Indianapolis Ind.
F. E. Dorsey 3850 Wabash Ave., Kansas City, Mo.
Brinkley Supply Company, Seattle, Wash.
C. J. Groat, 522 Board of Trade Bldg., Portland Ore.

The Progressive Grain Dealer is interested in the cleaner that will effectually do his work with the least trouble and expense. In the

STANDARD

you have embodied simplicity, economy and completeness. Write for our catalogue giving full particulars.

The International Mfg. Company
CRESTLINE, OHIO



Confirmation Blanks Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¾".

Order Form 6 CB, Price 90 cts.

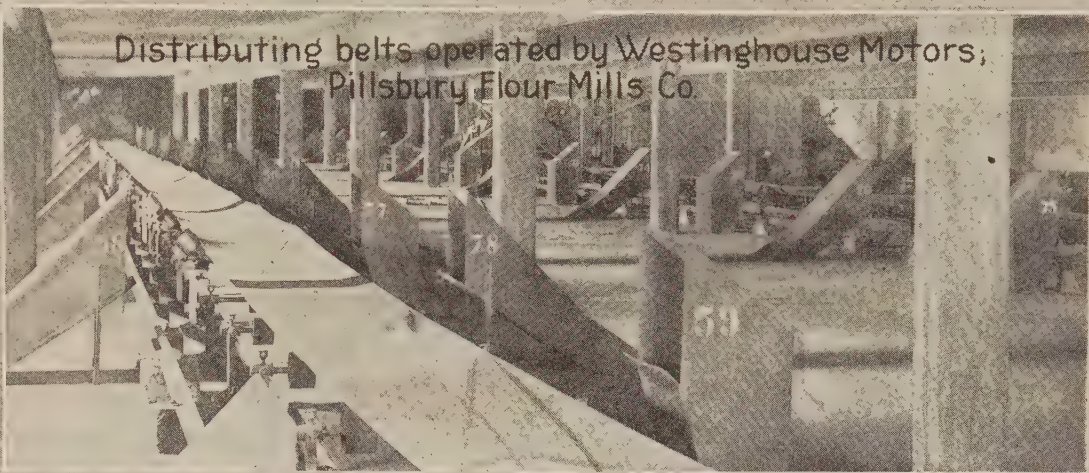
Grain Dealers Journal
305 S. La Salle Street CHICAGO, ILL.

Westinghouse Motor driving belts shown in photo below.



Westinghouse Flour Mill Equipment

Distributing belts operated by Westinghouse Motors,
Pillsbury Flour Mills Co.



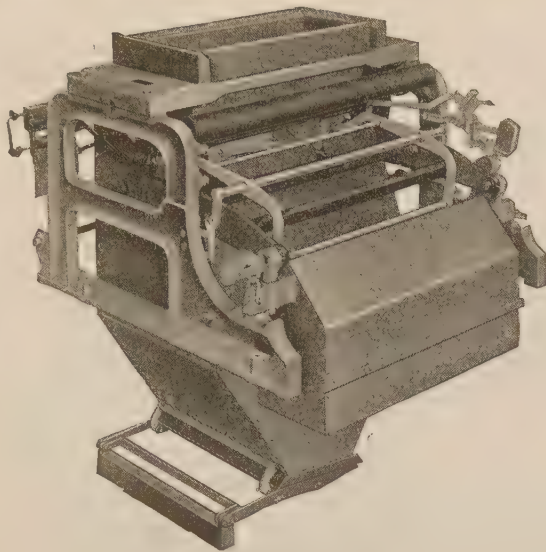
Westinghouse Motors with the necessary control are performing a very important part in producing "Pillsbury's Best", a brand of flour that is generally conceded to be one of the best makes on the market. These motors are driving milling apparatus in such a smooth, reliable manner as to assure the greatest degree of efficiency and economy.

Westinghouse Flour Mill equipment includes a large selection of electrical equipment for every need of the flour mill from the smallest wiring detail to the largest turbine generator.

Westinghouse Electric & Mfg. Co.
East Pittsburgh, Pa.



Westinghouse



Here Are Two Important Questions for the Country Grain Shipper:

Can you establish satisfactory proof that your shipping weights are correct?

Do you know positively that your present weighing equipment meets adequately the specifications laid down by the Interstate Commerce Commission?

There is one way to be sure

INSTALL A

RICHARDSON AUTOMATIC SHIPPING SCALE

and answer positively

"YES"

to both of the above questions.

"WHY?"

Because No CALCULATING AND RECORDING by an operator is necessary with a RICHARDSON. There are no difficult hand adjustments to be made. A RICHARDSON operates entirely as an independent unit, automatically receiving its main load, automatically compensating for any difference in test weight, automatically weighing its draft—both main load and dribble—and automatically recording and dumping exactly an even load with every discharge. Man-made Errors are impossible—Mechanical accuracy is guaranteed.

Also A RICHARDSON in construction and design is built to conform with the specifications laid down by the Interstate Commerce Commission in Docket No. 9009.

Send for our Bulletin No. 1219-G.

RICHARDSON SCALE COMPANY

Passaic, N. J.

Chicago

Minneapolis

Omaha

Wichita

San Francisco

OUR MOTTO for over twenty-five years has been **SAFETY FIRST.**

During these years we have equipped thousands of elevators with dust collecting systems to



prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.

FOR CATALOGUE, WRITE

THE DAY COMPANY

Minneapolis, Minn.

WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

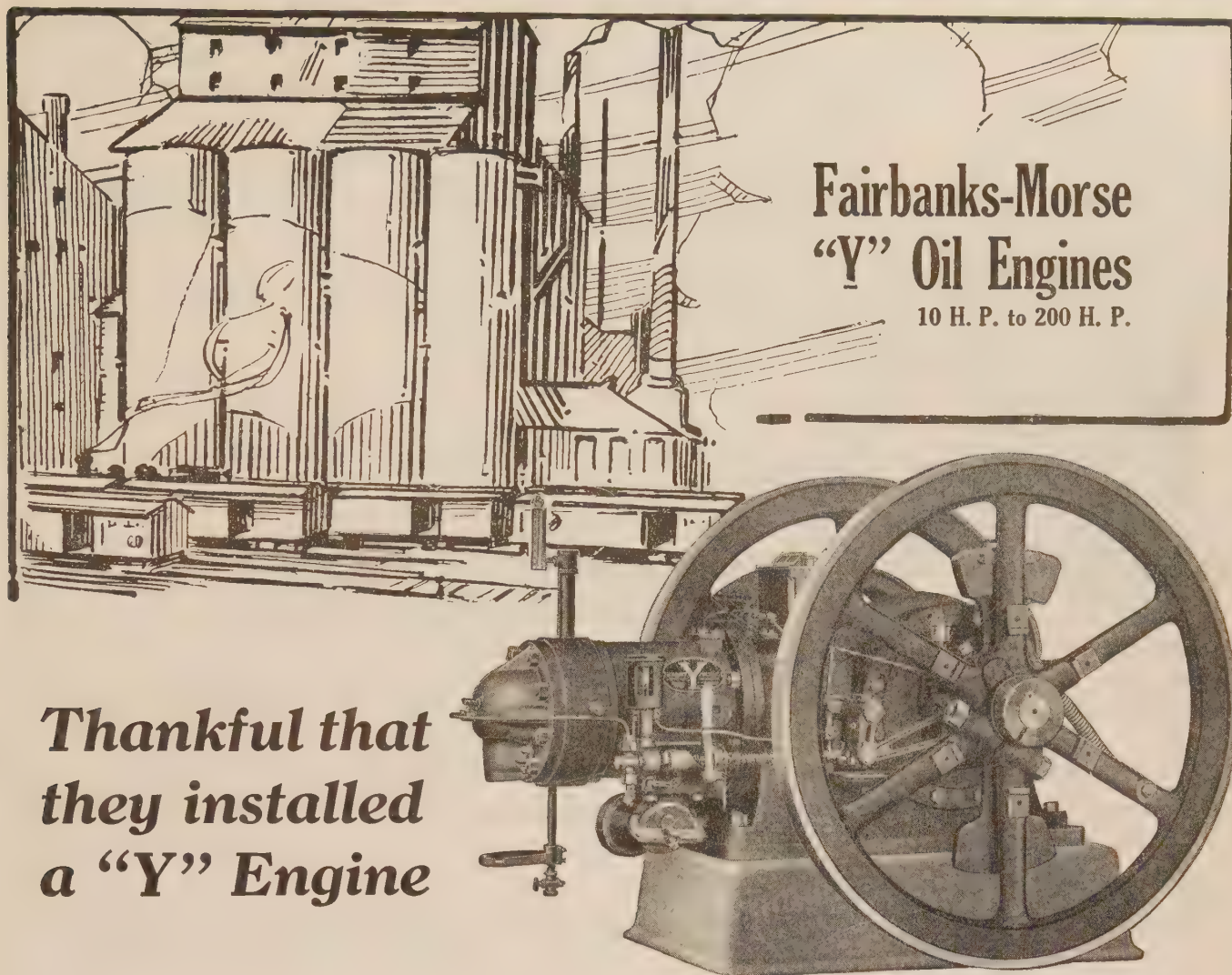
Account Books	Gravity Cleaner
Attrition Mill	Herringbone Reduction Gears
Bag Closing Machine	Lightning Rods
Bags and Burlap	Manlift
Bearings { Ball	Moisture Testers
Roller	Oat Bleachers and Purifiers
Belting	Oat Clipper
Boots	Painting or Repairing
Buckets	Portable Elevator
Car Liners	Power { Gas Engine
Car Loader	Kerosene Engine
Car Mover	Motors
Car Puller	Power Shovel
Car Seals	Renewable Fuse
Cleaner	Rolls for Cracking Corn
Clover Huller	Sample Envelopes
Coal Conveyor	Scales
Conveying Machinery	Scarifying Machine
Distributor	Self Contained Flour Mill
Dockage Tester	Separator
Dump { Auto Truck	Sheller
Wagon	Sieves
Dump Controller	Sliding-Roofing { Asbestos
Dust Collector	Steel
Elevator Leg	Silent Chain Drive
Elevator Paint	Spouting
Feed Mill	Storage Tanks
Fire Barrels	Testing Apparatus
Grain Driers	Transmission Machinery
Grain Tables	Transmission Rope

or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago



Fairbanks-Morse "Y" Oil Engines

10 H. P. to 200 H. P.

**Thankful that
they installed
a "Y" Engine**

"We have not had a particle of trouble with it. After starting it in the morning we adjust the lubricating oil and cooling water and hardly ever go down to it again till we shut down at night. Gives us ample power at all times. We run three legs and a cleaner practically all day, and have moved as high as five carloads of grain at one time. Anyone needing steady, all day power, would be money ahead by installing them."

You want a power plant that has proven itself in your field. "Y" oil engines are furnishing constant, economical power to mills, elevators and town lighting plants all over the world. It means saving in operating costs—satisfaction in knowing that you have all the power you need at any time.

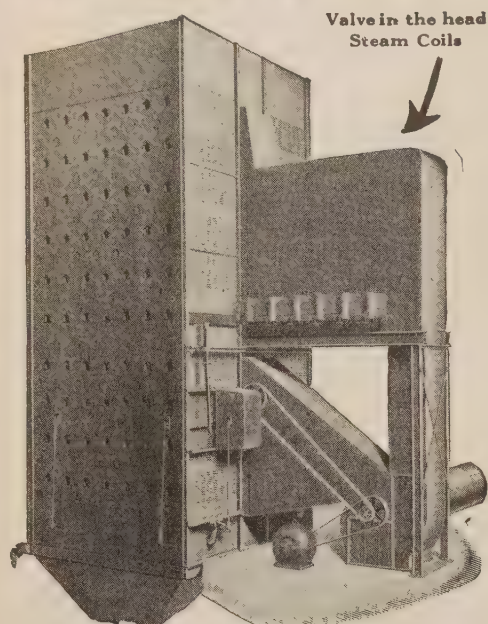


Fairbanks, Morse & Co.

MANUFACTURERS CHICAGO

Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery

MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

**BE PREPARED
BUY AN AUTOMATIC MORRIS**

You will use it every year.

AUTOMATIC and SELF CONTAINED

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

**We Also Offer a Complete Line of
Direct Heat Driers**

THE STRONG-SCOTT MFG. COMPANY

"Everything for Every Mill and Elevator"

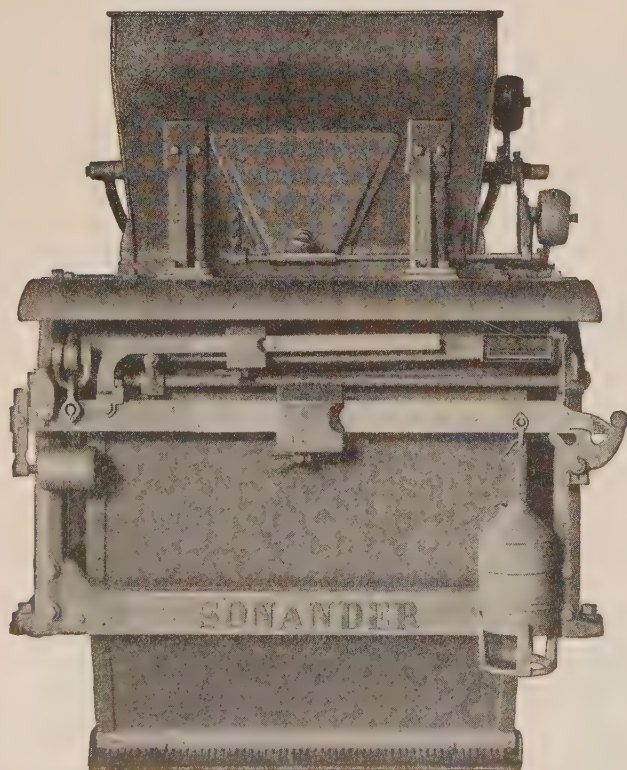
GREAT FALLS

SPOKANE

MINNEAPOLIS

WINNIPEG

Weigh Accurately



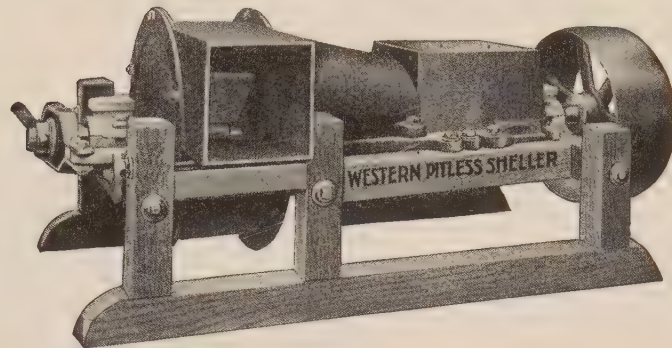
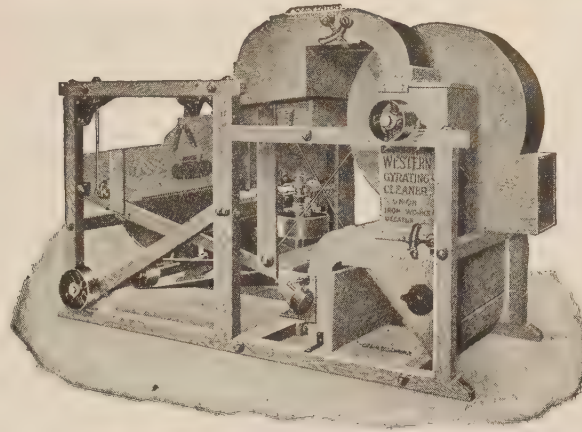
The whole object of weighing is to know accurately the quantity; and any such system is useless, unless it will determine this minutely and definitely. Science and mechanical practice has demonstrated that for this purpose, the scale lever is the best for determining the fractions of pounds, and this is the principle of the

Howe-Sonander Automatic Scale

When buying a scale be sure to inquire and investigate this scale. Its simplicity and accuracy will suit your every purpose, and save money for you. Any of the offices below will be glad to give you complete information. Address the one nearest you.

Howe Scale Co. of Illinois

CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.
CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.
ST. LOUIS, MO., 512-514 St. Charles St.
DALLAS, TEXAS, 600 So. Ervay St.
KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.
PITTSBURGH, PA., 112 Wood St. J. B. Bishop, Mgr.



ELEVATOR MACHINERY

The "Western Line" comprises everything needed to make an Elevator efficient and successful. We manufacture all necessary equipment, and anticipate fully the requirements of the trade. If your plant is fitted with "Western" machinery there is little fear of difficulty, but whenever things go wrong this is the house to supply you. We employ a large force of expert engineers and have spent a lifetime studying the needs of Elevator requirements. All our facilities are at your disposal.

Forty years of continuous service and satisfaction have given the "Western" line a reputation for reliability and performance that to us is as good as a copyright. Whenever equipment is wanted in a hurry we are at our best, and if you've the slightest idea of remodeling or repairing, get in touch with us at once. You should have our new catalog for quick references, and always think "Western" when in need of any elevator equipment.

UNION IRON WORKS, Decatur, Ill.

THE BEALL SEPARATOR

A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.

Beall
THE MARK OF QUALITY

The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalog giving full working particulars and complete details.

Beall Improvements Co.
Decatur, Illinois

Humphrey Service Belt Elevator

Installed in 1888 is today giving 100% service in modern flour mill after having gone through

32 YEARS' DAY AND NIGHT SERVICE

The Humphrey Endless Belt Route is a comfortable and quick means of transportation from floor to floor.

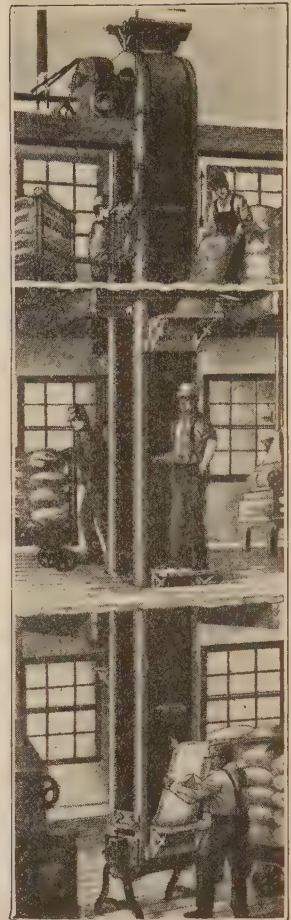
NO MORE STAIRS TO CLIMB

Thereby saving the energy of your men for useful work, and insuring more work in the time formerly wasted climbing stairs. No mill or elevator of 3 floors or more is complete without a Humphrey. Your competitor may be cutting down his overhead with one.

Send for Bulletin G 2

If not made by Humphrey Elevator Co., it's not a genuine "Humphrey."

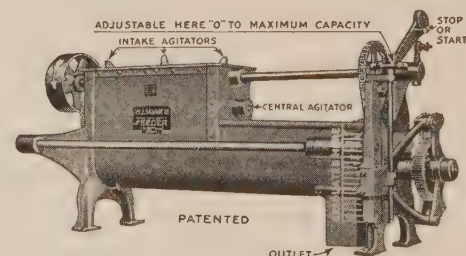
Humphrey Elevator Co.
Sole Manufacturers
FARIBAULT :: MINN.



FEED MEN:

Efficiency of Operation determines your profits.

GAUNTT gives greater efficiency, therefore, greater profits.



**If You Have Feeder Troubles
Install the GAUNTT and
Forget Them**

W. J. SAVAGE CO., Inc., Knoxville, Tenn.

NOTE—We build complete feed plants and furnish plans.

COAL

L. G. Binkley & Company

11 So. La Salle Street - - CHICAGO

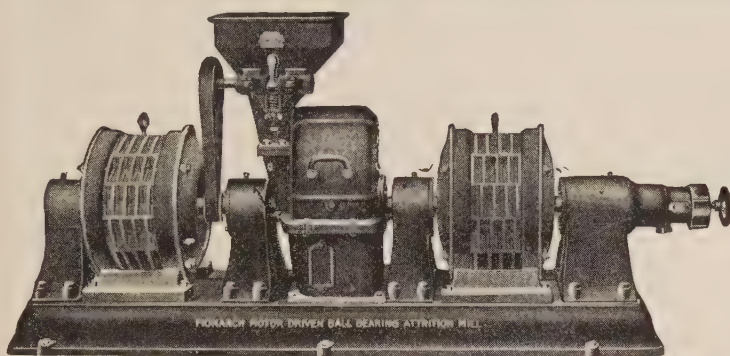
Miners and Jobbers of Illinois Coal

MINES

Marion Herrin
Harrisburg Thermal

RAILROADS

Burlington Illinois Central
Big Four Mo. Pac. & C. A.



There's Economy In Every Detail

Economy in feed grinding, as in any other business, means increased profit, and you are assured of the maximum amount of profit if you take advantage of the economical features of the

MONARCH BALL BEARING ATTRITION MILL

SAVES TIME—Requires no tramping.
SAVES LABOR—No worn down bearings.
SAVES LUBRICANT—Uses grease instead of oil.
SAVES EXPENSE—Maintenance cost is small.

SAVES TROUBLE—Product always uniform.
SAVES DELAY—Rapid grinding; large capacity.
SAVES REPAIRS—Durably constructed.

SPROUT, WALDRON & COMPANY

Mill Builders and Milling Engineers

P. O. Box No. 26
Main Office and Works: **MUNCY, PA.**

KANSAS CITY, MO., 102 New England Bldg. MINNEAPOLIS, MINN., 407 Fourth St., So. CHICAGO, ILL. No. 9 So. Clinton St.

THE CORN EXCHANGE NATIONAL BANK OF CHICAGO

CAPITAL \$ 5,000,000.00
SURPLUS AND PROFITS 10,542,058.00

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FOREIGN EXCHANGE—LETTERS OF CREDIT—CABLE TRANSFERS

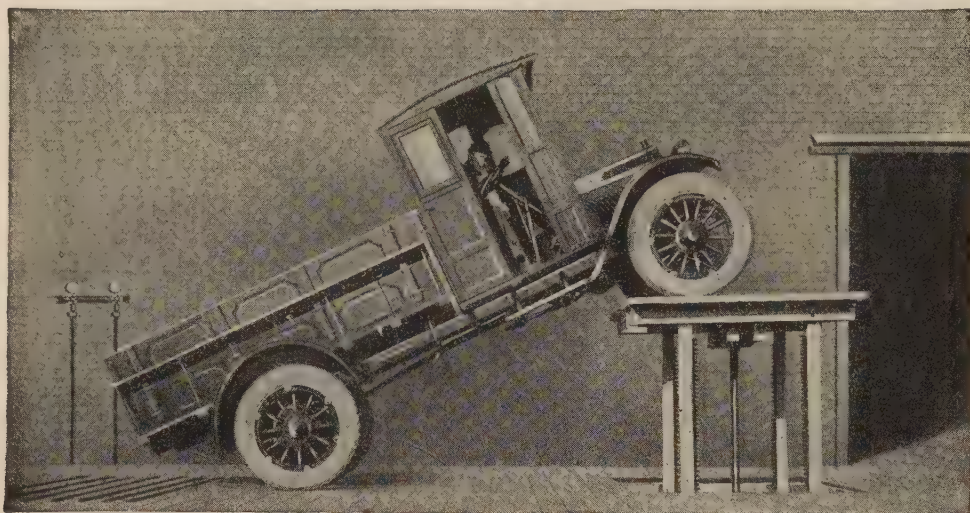
ACCOUNTS OF GRAIN MERCHANTS INVITED

**Give Your Ad a Chance to
MAKE GOOD**

Run it in the
GRAIN DEALERS JOURNAL

*In everything pertaining to the grain and elevator interests
this Journal tops the list, and we're in a position to connect
you quickly with representative shippers everywhere.*

Your Elevator Needs A Trapp Combination Truck and Wagon Dump



And All Your Patrons Would Appreciate your thoughtfulness, if you provide modern truck dumping facilities with which to handle their new auto trucks, and dump all trucks speedily—with perfect safety to trucks and drivers.

The Installation of a Trapp Dumping System

would not interfere with or delay your receipts of grain from the farmers. There would be no extensive re-modeling of any kind necessary; simply cut out space wide enough in which to place the TRAPP TRUCK DUMP or COMBINATION DUMP.

Your Trapp Dumping System

would be sent to you complete, with all parts carefully made from the best materials and by the best workmen, in our Omaha Factory. You would not have the burden of making any of the wooden parts yourself, as you would with some other dumping systems. TRAPP DUMPS are in successful use and operation almost everywhere. Every Installation has been a success: and is giving entire satisfaction.

SEND TODAY and get our circulars and prices. You should investigate the TRAPP DUMP at once. **ORDER ONE** and thus make the best possible disposition of all truck-dumping problems at your elevator.

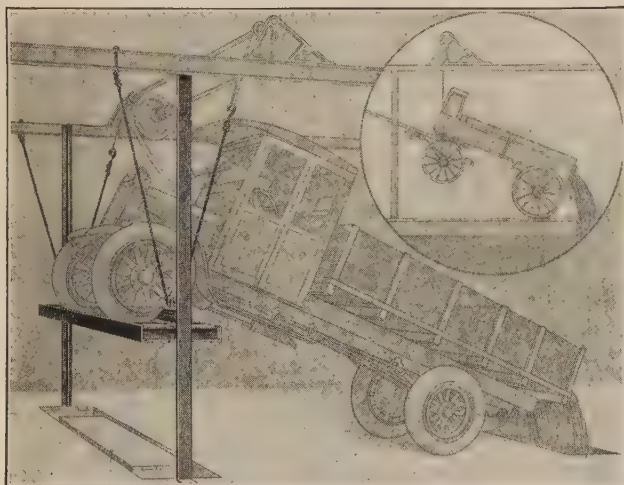
Address your letter or card to

Trapp-Gohr-Donovan Company

Sole Manufacturers and Patentees

1125-27-29 North 22nd Street

OMAHA, NEBRASKA



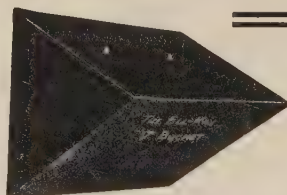
Showing any overhead system operating with

Standard Truck Dump

(Patent Applied for)

- Doubles Lifting Capacity.
- Easy to Install.
- No additional machinery necessary.
- Does not interfere with your present method of dumping.

PARENT & COMPANY
UNION CITY INDIANA



“V” Elevator Buckets

“Standard” Buckets are built to endure long, hard usage. Designed to obtain perfect discharge at high speed.

Size for size, you'll find Standard Buckets from 2 to 4 gauges thicker than usually found in this type.

Made in sizes 3 x 3 inches to 20 x 8 inches—large sizes, steel braced at center.

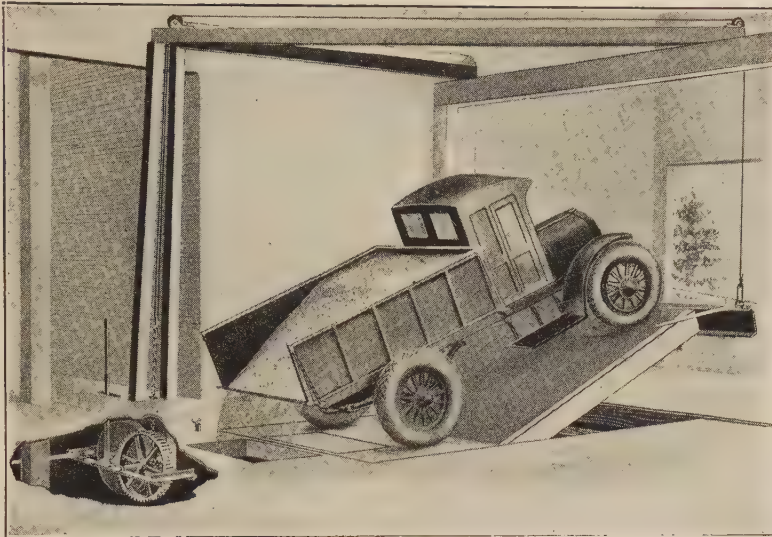
No matter what your requirements may be in steel or galvanized Mill and Elevator equipment, you owe it to your pocketbook to get our quotations.

Standard Steel Works

Successors to the Ell-Kay Mfg. Co.

1726 Tracy Street
Kansas City
Missouri





THE BIRD Truck-Wagon-Sled Dump

will easily, quickly and safely dump any truck, wagon or sled.

Distinctive Features:—

Low first cost
No shut down for installation
No spilling or mixing of grain
Ease of operation
Simplicity
Durability
Dependability
Works on any scale

C. E. BIRD & CO.

Minneapolis

Minn.

Globe' Combination Auto Truck & Wagon Dump

SIMPLE - RELIABLE - PRACTICAL

(SPENCER PATENTS FEB. 1919)

Excerpts from Customers' Letters That Tell the Whole Story in a Nut Shell

Farmers Elevator Co., Conde, So. Dakota—

"To make a long story short, your dump is a world beater and labor saver."

Farmers Elevator Co., Brunsville, Iowa—

"I don't know of anything better and I doubt if there are as good. It works perfectly satisfactory always."

South Dakota Grain Co., Letscher, So. Dakota—

"It has worked to our complete satisfaction, giving us no trouble at any time. Operates as well in cold weather as in warm weather."

Pratt Mills, Pratt, Kansas—

"We can cheerfully recommend your dumps as being absolutely fool proof and in our estimation the best combination dump we have ever seen; in fact we would not be without it at any price."

Kansas Flour Mills, Wichita, Kansas—

"After your dump was installed and thoroughly tested, we placed an order with you for 40 additional dumps; these have all been ordered out and in addition we have purchased four more making a total of 45 dumps we have ordered from you to date."

Lakefield Farmers' Co-operative Elevator Co., Lakefield, Minnesota—

"The writer had the pleasure of seeing a great many dumps at several conventions but none appeal to me as does the Globe Dump."

Grundy Canning Co., Grundy Center, Iowa

"Last spring we purchased from you your Globe Truck & Wagon Combination Dump and wish to state ever since it has been installed it has worked perfectly."

Thos. Page Milling Co., North Topeka, Kansas—

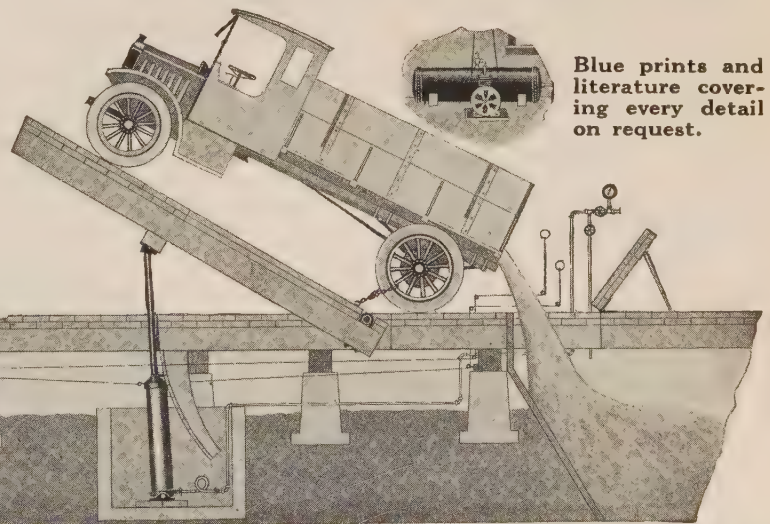
"We are pleased to state that the Globe Automatic Dump purchased from you last winter has been installed for the past four months and is giving the best of satisfaction. We find it a Time Saver and economical to operate; use about 4 lbs. of air to dump wagon and about 10 lbs. to dump four-ton truck. In general we think it the Best Dump on the market."

Our users make these statements because they have found our dump to be the **Simplest and Most Practical** dump on the market for the dumping of Trucks, Wagons or Sleds.

SIMPLICITY—Just this word on the Simplicity of our dumps: One of our dump's strong points of superiority is its **SIMPLICITY**. If you wish to lift a trap door and have strength enough in your arm, wouldn't you go ahead and lift without the aid of weights, gears, etc.? Of course you would. In the same way the Globe dump lifts the door by the simple means of a **POWERFUL, STEADY, STRONG AIR ARM** and nothing else—**SIMPLICITY**.

Also in following out this idea, our air lifting cylinder is pivoted at the bottom so it lifts either the Truck or Wagon and Sled dump at the immediate wish of the operator in the elevator driveway—again **SIMPLICITY**.

The Globe Combination Auto Truck and Wagon Dump is recognized by America's leading elevator contractors today, as the **Most Efficient and Best Dump on the market**.



Blue prints and literature covering every detail on request.

Manufactured by
Globe Machinery and Supply Co.
Des Moines, Iowa.

We Make Prompt Shipments.

We have induced reliable advertisers to talk to you. If they interest you, mention that you saw it in The

Grain Dealers Journal

The Automatic Dump Controller



There are dump controllers new,
And dump controllers old,
There are dump controllers on the market
Which are never sold.
But we are here to tell you,
So listen! while we say
"We're over thirty hundred strong
And selling more today."

Now is the time for cleaning up and remodeling, so, boys, don't overlook your dump, the most important feature of your plant,—but try and improve it.

Get the best possible equipment.

It's a trade getter and plays for keeps.

L. J. McMILLIN

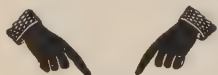
525 Board of Trade Building
INDIANAPOLIS, IND.

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

When You Think of Electrical Construction or Repairing—THINK OF

Pierson-Wilcox Elect. Co.
MINNEAPOLIS, MINN.

ESTABLISHED 1898



BAD ORDER CARS cause the loss of many hard earned dollars to shippers of grain and seed. **MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

The Kennedy Car Liner & Bag Co.
Shelbyville, Indiana

Canadian Factory at Woodstock, Ontario

Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with

one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the

bucket system, spouted or dumped direct into the hopper of the machine.

For further information, write for catalog to the

Bernert Mfg. Co.

491 12th Street

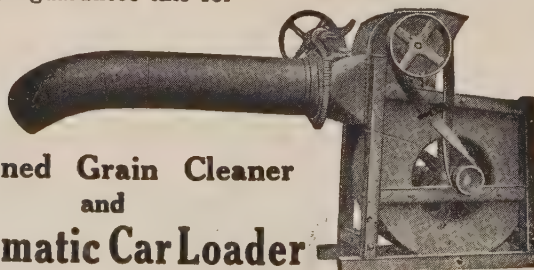
MILWAUKEE, WIS.

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES
Randolph Grain Driers
WIRE PHONE Q. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

CLEAN AND LOAD IN ONE OPERATION

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The
**Combined Grain Cleaner
and
Pneumatic Car Loader**



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.

Otto Engines Sell More

Otto Engines

Here is a typical example: Mr. G. O. Young, a wholesale and retail dealer in drugs, Buckhannon, W. Va., bought two 15 H. P. natural gas Otto Engines to run 10 K. W. generators. They have been in service constantly for nine years. Recently when the Acme Ice Cream Company, of Grafton, W. Va., was in the market for a 40 H. P. engine Mr. Young, who is also connected with this company, recommended an Otto Engine, which was installed.

Otto has been the standard for internal combustion engines since 1876.

Otto Engine Manufacturing Co.

3219 Walnut Street, Philadelphia, Pa.
15-17 S. Clinton St., Chicago, Ill.



TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES
10,000 SHIPPERS
Are now using them.

Write for samples and prices.



INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President
617 Railway Exchange Bldg., CHICAGO, ILL.



A Real Protective Paint

is one that successfully withstands for many

years, the attacks of rust, acids, gases, etc., making frequent repainting unnecessary.

DIXON'S Silica Graphite PAINT

will effectually protect for years elevators, stacks, etc., from this corrosion.

We have records of long services given in all climates and on all types of structures. Write for them and Booklet No. 15-B.

Made in JERSEY CITY, N. J., by the

JOSEPH DIXON CRUCIBLE COMPANY

JERSEY CITY, N. J.



ESTABLISHED 1827



LOAD CARS WITH EAR CORN WITHOUT SCOOPING



The Boss Air Blast Portable Car Loader and Crib Filler will load cars or fill cribs with EAR corn or loose grain without any scooping. Capacity 1000 Bu. an hour. Compact, portable and easily moved about.

The cut shows a car being loaded with EAR corn without scooping and without damaging the corn. Same outfit will handle loose grain also. Easily operated with tractor. Farmers buying them to fill cribs on the farm because they are REALLY PORTABLE.

We also make Stationary outfits for country elevators. 30 DAYS' TRIAL. We will ship any machine we manufacture on trial. Write today for complete information. It will pay you.

MAROA MANUFACTURING CO., Dept. G, MAROA, ILL

FEED GRINDERS WITH MORE CAPACITY and LESS HORSE POWER

The W-W is the most economical grinder made. No grinding plates or sharp knives—the hammers do the work.

The W-W grinds: Alfalfa, barley, beans, buckwheat, shelled, snapped or corn on cob, corn fodder, feterita threshed or in head, hay, kafir, maize, peanut hay, oats, peas, peavine hay, rice, straw, velvet beans and wheat.

Built in wide range of sizes—capacities from 500 lbs. to 8 tons hourly.

IMMEDIATE DELIVERIES Write for catalogue.

The Wilson-Wetterhold Grinding Machine Company
WICHITA, KAN.

IT KILLS THIS GRAIN THIEF QUICKLY!

How many dollars' worth of grain are rats stealing from you? Stop this loss right now. Just crumble up a

Rat Bis-Kit

For Mice, Too



Rat Bis-Kit kills rats easily, quickly, surely. The rats die outdoors. Each Bis-Kit contains a different bait. Ask for Rat Bis-Kit by name. It is already prepared. 25c and 35c at all drug and general stores. Also Rat Bis-Kit Paste, in tubes, 25c.

THE RAT BISCUIT CO.

Dept. G
Springfield, Ohio

If your dealer cannot supply you write us, enclosing money order or stamps

THE 6-COLUMN ENTRY BOOK

is designed for original entry work, but it is adaptable to many different uses. It has one wide column and 6 narrow columns on each of its 150, 9 1/2 x 12 inch pages. The column headings are blank and can be filled in by user to suit his requirements. The book is made from canary colored writing paper, clearly ruled in three colors, and strongly bound in cloth covers with keratol back and corners. Order Form No. 1602. Price \$2.25.

GRAIN DEALERS JOURNAL

305 So. La Salle Street, Chicago, Ill.

HOTEL
ROBIDOUX
St. Joseph, Mo.

HOTEL
DYCKMAN
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C. NEIPP

Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



Style A Triumph Corn Sheller

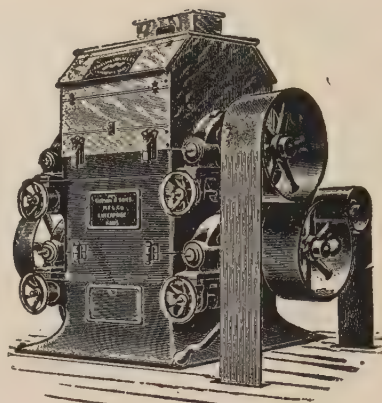
A GOOD SHELLER OF MODERATE CAPACITY

If you can use a Sheller that will properly shell 75 bushels of corn an hour; and if you want a good simple machine, you'll get just the sheller you ought to have in a Triumph.

Thousands of Triumph Shellers are at work in moderate sized mills and elevators both in this country and abroad, and every one of them is shelling corn properly and producing its share of profits.

We'll be glad to send you a copy of our new corn sheller circular. Just send us a postal or a letter asking for it.

THE C. O. BARTLETT & SNOW CO.
Main Office and Works: Cleveland, Ohio



More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

J. B. Ehram & Sons Mfg. Co.

Enterprise, Kansas



Wasting your brain figuring how you can keep out of buying a dust collecting system is like figuring on the best way of ultimately destroying your plant with the greatest loss.

Insurance men, Uncle Sam's specialists on dust collecting telling you of the danger and the many examples of ruin caused by dust explosion, ought to be enough to make you investigate.

NEW 1905 CYCLONE DUST COLLECTOR

works on less power and with greater results than the old style cyclone types. They are built differently, hence work better. *Send for the facts.*

THE KNICKERBOCKER CO., JACKSON, MICH.

ACCOUNT BOOKS FOR GRAIN DEALERS

GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8 1/4 x 14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 160 pages or spaces for records of 6560 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2 1/4 lbs.

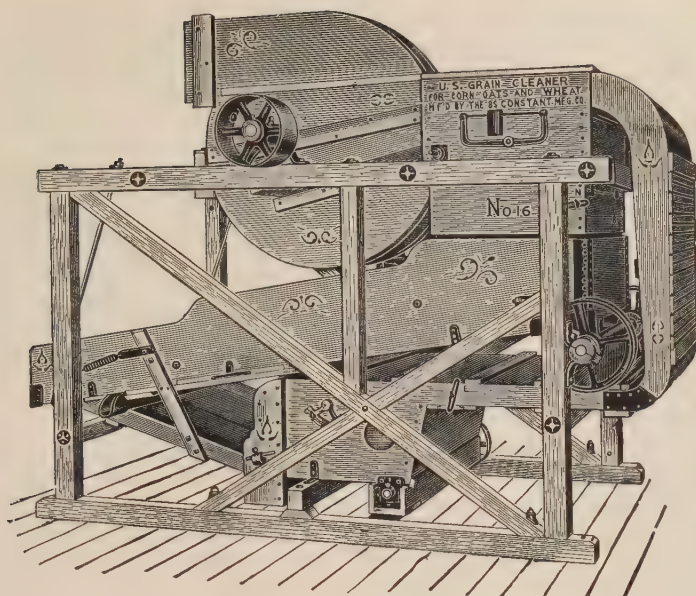
GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10 1/4 x 16 1/4 inches, used double. The left-hand pages are ruled for information regarding **Sales** and **Shipments**; the right-hand pages for **Returns**. Under **Sales** the column headings are Date, Amount Sold, Price, Grain, Terms. Under **Shipments** are Date, Car Number and Initial. Our **Weights** in Bushels, Grade, Route, Rate. Under **Returns** are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

COMPLETE SET FOR \$6.25

GRAIN DEALERS JOURNAL

305 So. La Salle Street, Chicago, Ill.



Quality Cleaning

You grain men of experience know that clean grain brings a premium price at the terminal markets. For this reason your elevator should be equipped to thoroughly clean all grain before shipping.

The U. S. Grain Cleaner

is acknowledged a leader in satisfactory performance, and has built up a reputation for operating efficiency and economy that needs no remarks on our part.

Satisfied users are our best endorsements and to them we will gladly refer any prospective buyers of grain cleaning machinery; knowing their testimony will bring the purchaser to the U. S. factory.

Write for further information about this cleaner and other grain elevator machinery.

B. S. Constant Manufacturing Co.

Bloomington, Illinois

OUR IMPROVED Railroad Claim Book

requires little of your time for filing, and contains spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. It increases and hastens your returns by helping you to prove your claims and by helping the claim agent to justify payment.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

- A is for Loss of Weight in Transit Claims.
- B—Loss in Market Value Due to Delay in Transit.
- C—Loss in Quality Due to Delay in Transit.
- D—Loss in Market Value Due to Delay in Furnishing Cars.
- E—Overcharge in Freight or Weight.

Forms A, B, C, D and E are well bound in three books, as follows:

- 411-A contains 100 sets all Form A. Price, \$2.00
- 411-B contains 100 sets all Form B. Price, \$2.00
- 411-C contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price \$2.00.

Send all orders to

GRAIN DEALERS JOURNAL

305 South La Salle Street

CHICAGO, ILL.

SPEAR



Sample
Envelopes



The Best

**Grain Samples Sent the Spear Way
Always Reach Destination**

The value of supplying your customers with clean, promptly delivered samples is obvious. Do not neglect the important factor of good sample envelopes.

Write us for samples and prices today.

HEYWOOD MFG. CO.

420 N. 3rd St.

Minneapolis, Minn.



Grain Dealers Ship to Baltimore

The Port with the FACILITIES—
Where Growth Has Sprung from SERVICE—
The Natural Outlet of the Middle West

→ Shortest Haul from the Middle West

Drying Capacity
of Baltimore
Elevators

240,000 Bushels Every
24 Hours

Incalculating to sh
resulted
the oper
these eff
grain dr

Total Storage Capacity Baltimore Elevators 10,000,000 bus.



Thousands of Shippers are taking advantage of the savings possible by routing their goods via Baltimore, both for export and import. Are YOU?

General Facilities

Water front warehouse space, 1,120,622 sq. ft.
Covered pier space, 1,484,132 sq. ft.
Open pier space, 921,048 sq. ft.

Baltimore Nearest Port

To center of population (Bloomington, Indiana).
To greatest proportion of improved farm lands.
TO LEADING GRAIN FIELDS OF INTERIOR.
45 miles of improved water front.
82 miles available for development.
Ship channel, 600 ft. wide, 35 ft. deep.

Weighing Charges

at Baltimore Export Elevators
Per 1,000 bu.
Inward from cars and vessels55c
Outward, to cars.....35c

AT CITY STATIONS

Per 1,000 bu.
Inward, from cars.....55c
Outward, to cars.....35c

Receipts and Exports of GRAIN at Baltimore

	RECEIPTS.	EXPORTS
	Bushels.	Bushels.
1916.....	127,492,669	120,521,659
1917.....	78,454,719	66,151,087
1918.....	42,743,890	34,495,845
1919.....	50,294,241	45,091,826

Port Charges

Wharfage on railroad freight, none.
Import freight storage free, 15 days.
Export freight storage free, 15 days.
GRAIN: Initial charge of 1 cent for elevation includes 20 days' free storage

FLOUR Exports for Years Given

1916.....	2,283,861	barrels
1917.....	2,083,333	barrels
1918.....	2,272,526	barrels
1919.....	2,348,206	barrels

Inspection Charges

AT BALTIMORE.
Fee for inspection inward, 1 cent per 1,000 bushels at export and fifty-five (55) cents per cent elevators.

Weights
Grades
Returns
SERVICE

Watch Baltimore Grow!

In order to provide additional facilities for the growing trade of the port, the Maryland Legislature of 1920 session passed an enabling act whereby the City of Baltimore is empowered to expend \$52,500,000 for development. With this money additional piers, warehouses and other equipment essential to a port with possibilities for expansion are assured. There are now 40 lines engaged in overseas commerce at Baltimore, operating more than 150 steamers to more than 80 foreign ports in all parts of the world and representing services.

The Baltimore Chamber of Commerce has abiding faith in the future of the port of Baltimore, and its departments will be kept at the highest state of efficiency, to insure shippers to this market, at all times.

*The Best of Service—The Most Courteous Treatment
Prompt and Satisfactory Returns—Every Facility of—*

THE PORT WITH THE FACILITIES

WM. H. HAYWARD, President
JAS. B. HESSONG, Secretary

BALTIMORE CHAMBER OF COMMERCE



The Western Maryland Export Elevator, Port Covington, Baltimore, Showing New Storage Addition. Capacity 2,150,000 Bushels



Pennsylvania Ry. Co.'s New Export Elevator at Canton, Baltimore. Capacity 1,300,000 Bushels. The Last Word in All-round Completeness and Equipment



Locust Point Elevators at Baltimore, Operated by the B. & O. R. R. Co. (Export). Capacity 2,500,000 Bushels

TORSION BALANCE

Corn Grading
Grain Moisture
Bean and Seed Testing Scales
Special Scales for Special Purposes



Style No. 6000
Corn Grading Balance

Torsion Balances

—have—
No Knife-edges—No Friction—
No Wear—No concealed
Bearings

Used by U. S. Dept. of Agriculture, Testing Stations, Grain Elevators, Seedsmen, Commission Houses and Boards of Trade.

WRITE FOR SEED PAMPHLET

Torsion Balance Co.

MAIN OFFICE Factory
92 Reade St. 147 8th St.
New York, N. Y. Jersey City, N. J.
Pacific Coast Branch
49 California St., San Francisco, Cal.

CONE-SHAPE GRINDERS

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *R. W. Watt, Jacobsburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND.

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912,

Of Grain Dealers Journal, published semi-monthly, at Chicago, Ill., for October 1, 1920. State of Illinois, County of Cook.

Before me, a notary public in and for the State and county aforesaid, personally appeared Charles S. Clark who, having been duly sworn according to law, deposes and says that he is the business manager of the Grain Dealers Journal, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, Grain Dealers Journal, Incorporated, Chicago, Ill.

Editor, R. R. Rossing, Elmhurst, Ill.

Managing Editor, Charles S. Clark.

Business manager, Charles S. Clark, 7130 Princeton Ave., Chicago.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.):

Charles S. Clark, 7130 Princeton Ave., Chicago.

R. L. Morrell, 4200 Wilcox St., Chicago.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are (If there are none, so state):

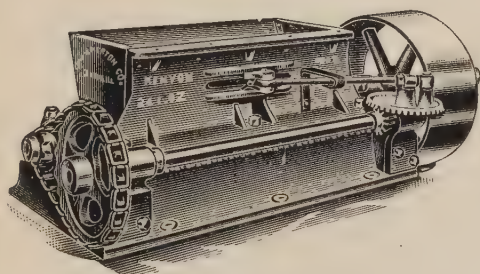
None.

4. That the two paragraphs next above giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other persons, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is (This information is required from daily publications only.)

CHARLES S. CLARK.
(Signature of business manager or owner.)
Sworn to and subscribed before me this 15th day of October, 1920.

OSCAR E. FLINT,
Notary Public.
(My commission expires Aug. 23, 1921.)



KENYON Ear Cob Crusher

No irons such as horseshoes, hammers, etc., can stop this machine. Positively eliminates all corn crushing troubles.

Send for catalog and all details.

Burgess-Norton Mfg. Co.
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are wonder workers.

They utilize all the bin space, but occupy less cupola space, increasing the value of the whole plant.

In efficiency, they are unequalled. They are as durable as the elevator structure. They are simple, only two moving parts. They never need repairs.

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HALL SPECIAL

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Speeded, spaced and proportioned correctly. The greatest possible capacity, perfectly handled, without stopping, without choking, without backlegging.

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WANT ADS

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.



T. E. IBBERSON
President



E. E. IBBERSON
Vice-President and Treasurer



FRED J. HOLTBY
Secretary



FRED AMBLE
Chief Engineer

A STRIKING EXAMPLE of the fine quality and appearance of an **IBBERSON BUILT ELEVATOR** will be found in the new book of Plans, Photographs, etc., which we will mail you free for the asking.

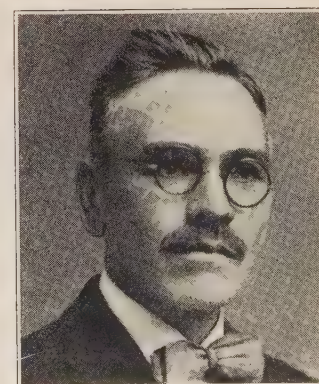
This book contains over 70 photographs and plans of different types of country elevators—many pictures of flour mills, rapid handling terminal plants, elevators for the farm, complete feed mill units, special seed houses, interior views showing many types of offices, workfloors, driveways, engine rooms—pictures showing typical installations of testing apparatus, bin alarms, car pullers, heating plants, distributors, etc.; 20 photographs of modern coal handling plants of all sizes, also coal mining tipples, pictures of modern office buildings, about 50 photographs of progressive elevator managers and what they say about an elevator—how to splice rope, figure speeds, figure capacities, in coal and grain, lumber tables, notes on belting, and much other information the elevator operator should have.



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General Superintendent



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Any style to fit the needs and investment

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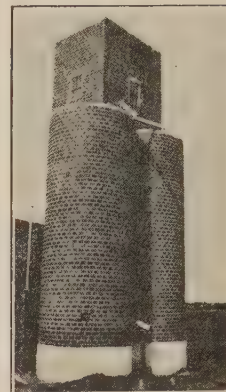
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Your Individual Needs
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Especially Designed for Economy of
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**To BUY or SELL
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an ELEVATOR**

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A Permanent Magnetic Separator will in time lose its power.

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Magnetism is furnished from an electric current taken from your lighting or power line and the cost of operation is no more than the cost of a single light. No better or cheaper fire prevention can be offered.

Made in 18 sizes to meet every capacity requirement.

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31 years with the Barnett & Record Co.

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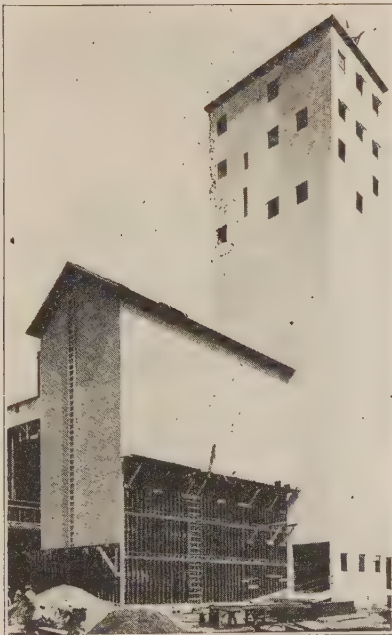
BUILDERS of
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WRITE US ABOUT THE
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WILLER, HOLBROOK, WARREN & CO.
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Reinforced Concrete Elevators
Large or Small

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Accomplishments Recommend
Our Ability

Our long experience in the construction of Grain
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We will be pleased to submit estimates

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Modern Grain Elevators
We can furnish and install equipment in old or new
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Any Size or Capacity
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If you wish to build your elevator
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Monarch Built Elevators

assure you economical design, first class work, efficient operation.

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Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

MONARCH ENGINEERING CO., BUFFALO, N. Y.

THE MOST MODERN ELEVATOR IN THE WORLD

The view below is the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore-Maryland. This elevator is equipped with four Stewart Link-Belt Grain Car Unloaders. See them in operation and be convinced of their great saving in labor cost.

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GRAIN ELEVATORS
IN ALL PARTS OF THE WORLD

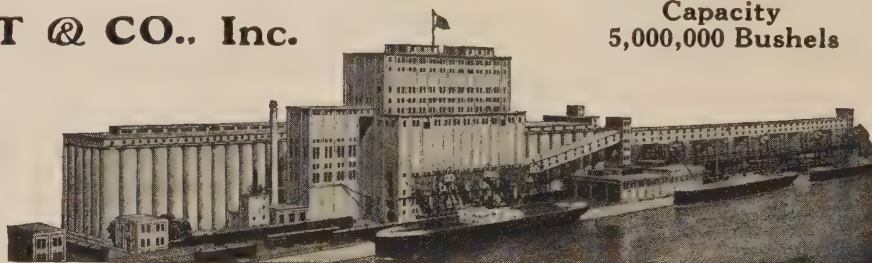
GRAIN ELEVATOR DEPT.

15th Floor, Westminster Bldg.

CHICAGO

W. R. SINKS, Manager

Capacity
5,000,000 Bushels



"We have built for many of your friends. Eventually we will build for you. Why not now?"

GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

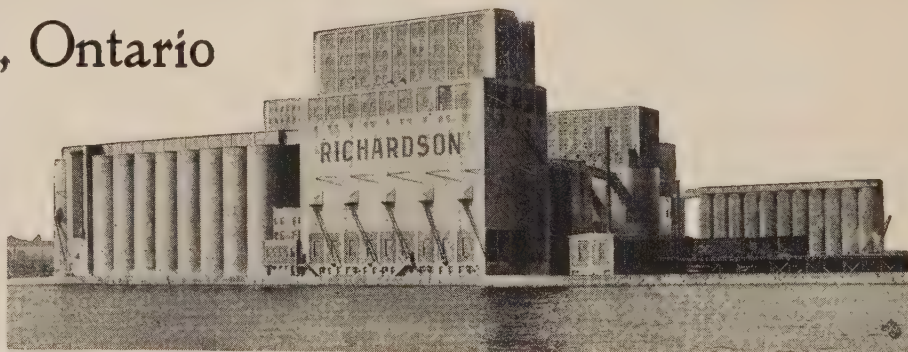
Port Arthur, Ontario

FOR

The Grain Growers' Grain Company, Limited.
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Designers and Builders of GRAIN ELEVATORS
Offices: Fort William, Ont., Duluth, Minn.
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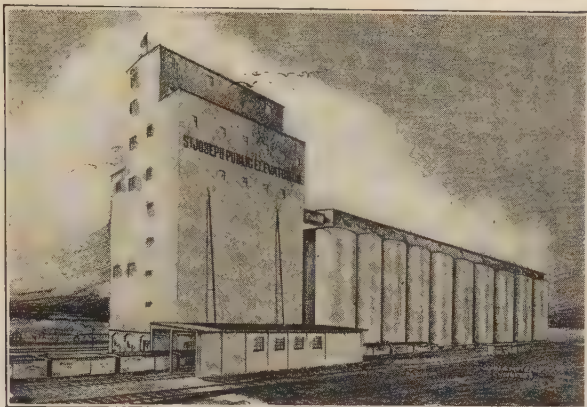
Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

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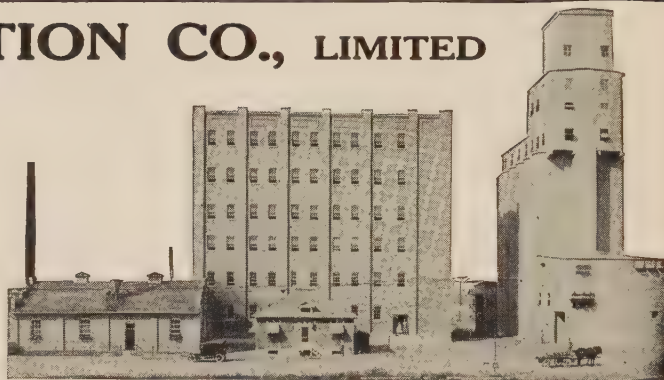
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WE ARE PREPARED TO TAKE
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WE HAVE AN ENVIABLE RECORD FOR SERVICE

Elevator and Mill Designed and Built for Lake of the Woods
Milling Co., Ltd., Medicine Hat, Alberta.

BURRELL ENGINEERING AND CONSTRUCTION CO.

Established 1897— CHICAGO —Incorporated 1902

Continuously under the management of

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Grain Elevators, Flour Mills and Related Buildings

In doing our best, completely and satisfactorily to handle work in
this field of construction we have sought to establish the fact that

*No job is too small to merit our careful attention and none so large
as to tax our capabilities.*

1102-10 Webster Building, Chicago, Illinois

404 Scarritt Arcade, Kansas City, Missouri



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Specialize in Elevator and Mill Design
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*See Views in Poster Supplement for Two of Our Local Jobs—
The Fruen Cereal Co. and Marfield Grain Co.*

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

NORTHWESTERN MISSOURI Elevator for sale. Of good construction. 13,000 bushels capacity. Built six years ago. Handles all kinds of grain, coal, hay, flour and feed. No competition. Good business. Address Missouri, Box 7, Grain Dealers Journal, Chicago, Ill.

14,000 BUSHEL CAPACITY ELEVATOR For Sale, new mill and machinery, 50 barrel; surrounded by 60,000 acres of irrigated land with the largest and best crop of wheat ever produced. Address B. S. Matson, French, New Mexico.

CENTRAL IOWA ELEVATOR For Sale. Capacity 18,000 bushels, electric power, \$13,500.00 for quick sale. County Seat town. No competition. Located in best grain section of Iowa. Address County Seat, Box 6, Grain Dealers Journal, Chicago.

INDIANA ELEVATOR For Sale, 40,000 bushels capacity. Steam power, all in good repair. No competition. In fine wheat, oats and corn country. Good feed and coal trade. On Pennsylvania Railroad. Address Pennsylvania, Box 5, Grain Dealers Journal, Chicago.

GRAIN ELEVATOR and Crib For Sale, also ground on which buildings stand along the Wabash Railway. In good corn and wheat country. Buildings in fair condition and priced right. Address Wabash, Box 7, Grain Dealers Journal, Chicago.

OKLAHOMA CRIBBED ELEVATOR For Sale. 20,000 bushels capacity. In good condition, doing good business in grain, flour, feed and coal. A good crop of corn. No competition. Priced to sell. Address Oklahoma, Box 6, Grain Dealers Journal, Chicago, Illinois.

OKLAHOMA ELEVATOR on Frisco Railroad for sale. Located at Carlton, Oklahoma. Capacity, 7,000 bushels. In good shape. \$3,500.00 if taken at once. On deeded land. Doing good business.

J. T. GIBBONS GRAIN CO.,
Altus, Oklahoma.

ILLINOIS ELEVATOR For Sale. 40,000 bushels capacity. Located in corn belt of Illinois on I. C. Ry. Equipped with new sheller and cleaner. Electric power. A first-class plant. Station handles 500,000 bushels annually. One good competitor. Coal in connection. Price \$23,000.00. Address Electric, Box 6, Grain Dealers Journal, Chicago.

25,000 BUSHEL CAPACITY Elevator for sale in South Dakota. Best grain territory in state. All machinery in good condition, five coal bins. A fine opportunity for a manager to get in the business for himself and also a good investment. Am not asking half of the value of property. Terms to suit buyer. Address A. Larson, Rockford, Illinois, care J. G. Chick Milling Co.

SOUTHERN KANSAS ELEVATORS and Good Grain, Coal, Feed and Implement business for sale, located in the best wheat belt of Southern Kansas. Fine schools and churches. Prosperous, high class farming community. A great opportunity for a hustler. Good crop of wheat now harvested. Write quick. Address Harvested, Box 12, Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

20,000 BUSHEL CRIBBED ELEVATOR For Sale or trade for land. Large territory. Good corn crop. Address Henry Hafner, Menno, South Dakota.

NORTHEASTERN NEBRASKA Mill and Elevator. Surplus Wheat from Wagons. Will sell right if taken at once. Owner must sell on account of health. Address Surplus, Box 5, Grain Dealers Journal, Chicago.

KANSAS ELEVATOR and Feed Business for sale. 25,000 Bushel Capacity. The best elevator and feed business in the State. Two railroads. Own ground. Good town. Property in perfect condition. \$20,000.00 will take it. Immediate possession. Address McAleer's Mill & Elevator, Parsens, Kans.

YOU MAY BE MISSING SOMETHING

If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert small advertisement in the Wanted and For Sale Department. When in need of an employee or employment write Grain Dealers Journal, 305 S. La Salle St., Chicago, Ill.

30,000 BUSHEL CAPACITY Iron Covered Elevator for sale, on Santa Fe Railway, 125 miles from Chicago, on private land, together with residence. Coal business in connection. Owner must sell on account of failing health. One good competitor. Station handles on an average of 450,000 bushels annually. Address Santa Fe, Box 7, Grain Dealers Journal, Chicago.

TWO GRAIN ELEVATORS for sale, located in North Central Iowa at adjoining stations. Good grain territory and both handle flour, feed and coal. Side line will take care of operating expense. Both do good business. A mighty good opening for the right man. Write quick. Address Adjoining, Box 5, Grain Dealers Journal, Chicago, Illinois.

MINNESOTA ELEVATOR For Sale, 20,000 bushels capacity, steam and electric power, in good condition, excellent distributing point, transit privileges, on direct line from Minneapolis and St. Paul. Five railroads, repair shops insure plenty of cars. Can be bought for less than 50% of what material would cost today. Address Distributing, Box 7, Grain Dealers Journal, Chicago, Illinois.

SOUTHWESTERN OHIO Warehouse and Elevator for sale. In good grain country. Village station with church and school on a division of the P. C. & St. L. R. R. Handling grain, field seeds, wool and coal. Between 5 and 6 acres of land with stables, shelter sheds, coal bins, engine room with engine, office, corn dumps, Marselles New Process corn sheller and cleaner. Is a money maker. Reason for selling—have made enough to retire. Price \$10,000.00. Address Owner, Box 10, Grain Dealers Journal, Chicago, Ill.

NEBRASKA ELEVATOR For Sale, Iron Clad. Located in South Platt territory in one of the best grain sections of Nebraska. 25,000 bushels capacity. Handling grain every day. Can give possession on short notice. Will sell for half of what it would cost to build this elevator today. Located in town with good schools and churches. Electric lights and water works. Has all conveniences that you can find in any town of 2,000 people. Reason for selling, want to give more time to other business. Address Waterworks, Box 8, Grain Dealers Journal, Chicago, Illinois.

ELEVATORS FOR SALE.

IOWA ELEVATOR and Coal Business For Sale. Address X, Box 8, Grain Dealers Journal, Chicago, Ill.

CENTRAL INDIANA ELEVATOR for sale. 25,000 bushels capacity. Private ground, large territory, electric power, side lines. Cheap if taken at once. Address Private Ground, Box 8, Grain Dealers Journal, Chicago, Illinois.

ALL OR HALF INTEREST in Wisconsin Elevator for sale. Private Ground and trackage on two railroads. Chance to handle lumber and coal. Address Trackage, Box 6, Grain Dealers Journal, Chicago.

OHIO ELEVATOR For Sale in best corn belt in State. Steel covered, electric and gas power. Flour, feed and coal in connection. Located in busy little town of 700. Business extra good. Ill health reason for selling. Price \$15,000. Address Steel, Box 8, Grain Dealers Journal, Chicago, Illinois.

ILLINOIS ELEVATOR For Sale, 40,000 Bushels Capacity, Iron Clad. Located on Illinois Central R. R. in McLean County, in the corn belt of Illinois. Good elevator, good territory and good business. Write the owners.

HAYWARD BROTHERS,
Cooksville, Illinois.

100,000 BUSHEL INDIANA ELEVATOR

H. D. BILLINGS
Attorney for Administratrix

Notice of sale of real estate by administratrix.—

IN THE MATTER OF THE ESTATE OF FRANK R. PENCE, DECEASED. Notice is hereby given that by virtue of an order of the Warren Circuit Court of the State of Indiana, the undersigned, as the Administratrix of the Estate of Frank R. Pence deceased, will offer for sale at private sale, at the residence of Delia M. Pence, in the town of Pence in Warren county, Indiana, between the hours of 10 o'clock in the forenoon and 4 o'clock in the afternoon, on **Saturday, the 30th Day of October, 1920**, the following described Real Estate in the County of Warren, State of Indiana, to-wit:

TRACT ONE: Lots Nos. 0, two, three, four, five, twenty-six, twenty-seven, twenty-eight, twenty-nine and thirty in the town of Tab.

TRACT TWO: Lots Nos. forty-four and forty-five in said town of Tab.

On this property is situated a **100,000 bu. cribbed grain elevator** equipped with modern machinery in first class condition; steam power. This elevator is in good state of repair and is located in one of the best sections of the state.

Said tracts one and two will be sold separately and if sale is not had on said date such sale will be continued from day to day thereafter until all of said land is sold.

TERMS OF SALE:—One-third cash; one-third in six months, and one-third in twelve months from date of sale; deferred payments to be evidenced by notes bearing interest at the rate of six per cent per annum from date, and providing for attorney fees and signed by freehold surety to the approval of the Administratrix or secured by a first mortgage on the Real Estate. Or the purchaser may, at his option, pay all of the purchase price at the time of the sale.

Said sale to be free from all liens on said land, and for not less than the full appraised value thereof.

In Witness Whereof, I hereunto subscribe (Seal) my name this, the 29th day of September, 1920.

DELIA M. PENCE, Administratrix.

ELEVATORS WANTED.

WILL TRADE Farm for Grain Elevator. J. S. Coon, 464 Transportation Bldg., Chicago, Ill.

YOU CAN SECURE a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

ELEVATOR WANTED in exchange for 320 acres of Canadian Wheat Land. Write with full particulars. Address Canadian, Box 7, Grain Dealers Journal, Chicago.

ELEVATOR BROKERS.

JOHN A. RICE, exclusive elevator broker, Frankfort, Indiana.

IF YOU WANT to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT. NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

ALWAYS HAVE ELEVATORS For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try and satisfy you.

JAMES MAGUIRE,
432 Postal Tel. Bldg., Chicago, Ill.

IF THE ELEVATOR you want to buy is not advertised in the "Elevators For Sale" columns make your wants known under the "Elevators Wanted" columns and you will quickly get full information on many desirable properties not yet advertised.

BUSINESS OPPORTUNITIES.

AN OLD ESTABLISHED FEED AND GRAIN business with side lines, for sale. Located in rich farming country. No competition. Will sell half or all. A big bargain if sold at once. Address Farming, Box 6, Grain Dealers Journal, Chicago, Illinois.

The best way to dispose of anything is by advertising. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of the Grain Dealers Journal.

AM OFFERING FOR SALE one-half interest in a grain and lumber business located in Stark County, Illinois, one of the best grain producing sections in Illinois. This is the only business in the territory. First class building. Will require about \$14,000 or \$15,000. To a person who can put in their services with the business it will make an excellent proposition. This business has not changed hands for over twenty years. Address C. F. Hurburgh, Galesburg, Ill.

WILL SELL ALL OR HALF INTEREST, young man preferred, in prosperous business consisting of complete flour mill of 100 barrels capacity, located in good wheat country. Has large warehouse in connection of 25,000 bushels capacity, also trackage, feed mill and 30,000 bushel capacity elevator equipped with all necessary scales and cleaning equipment. Mill has both electric and steam power. Located in good town with only one small competitor. This property can be bought for \$28,000.00—\$12,000.00 cash—balance terms, or will sell half interest for \$14,000.00. Would prefer someone who would take active interest in the business and who could furnish satisfactory references. Owner has 12 years' experience and can furnish best of references. Address Young, Box 8, Grain Dealers Journal, Chicago.

EXPERIENCED HELP, such as managers for country stations, foremen, auditors and employees needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

MALE HELP WANTED.

MAN WANTED to run small elevator in New York City. Grind corn and do his own repairs. Steady work. Address Geo. N. Reinhardt & Co., 973 Brook Avenue, New York City, N. Y.

GRAIN ELEVATORS CARPENTERS, Millwrights Wanted, Eighty-five Cents an hour and transportation. Address P. O. Box 103 Bloomington, Illinois.

MAN WANTED with experience in export trade in Grain or Flour, who understands cabling and handling of documents to England and the Continent. References required. Address Continent, Box 6, Grain Dealer Journal, Chicago.

Don't get "down in the dumps" and be discouraged because you have no position. What you need is a Journal Want Ad. There is a Job for you and do not forget it. There is a job for every man of industry and good habits. The Journal reaches the man who is looking for you and tells your case to him. No other method is so good for getting a job in the grain line. No other method converts discouragement into encouragement so quickly.

MILLS FOR SALE.

FOR SALE—Well equipped 100-barrel mill in Rocky Mountain territory, with advantage of natural gas for fuel. Present owners retiring account poor health and other interests. Address Rocky Mountain, Box 10, Grain Dealers Journal, Chicago, Ill.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, and sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ AND USE THEM.**

MACHINE WANTED.

WILL TRADE 80 acres Alfalfa Land, clear for Midget Mill Machinery. A. F. Koch, Hutchinson, Kansas.

700 BUSHEL MEDIUM SCREW WHEAT Cleaners, five Bushel Richardson Scale, and 150 Bushel Fairbanks Hopper Scale wanted. Address Medium, Box 2, Grain Dealers Journal, Chicago, Illinois.

AN ADVERTISER in our Situations Wanted Columns says after one insertion: "I have so far received about five letters and who knows how many more I will get before the week is over. The Journal is the best advertiser of all the papers I know."

OFFICE SUPPLIES.

WE BUY and sell Multigraphs, Addressographs, Duplicators, Folders. Less than half price. Guaranteed one year. Office Machinery Co., 22-F Quincy St., Chicago.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

FOR SALE—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

SITUATIONS WANTED.

MAN WITH 12 YEARS' EXPERIENCE wants position in the grain trade. Can furnish best of references. Address Trade, Box 8, Grain Dealers Journal, Chicago.

EXPERIENCED GRAIN MAN wants position as manager of some good Farmers Elevator, can handle all side lines in connection. Have years of experience. Address Connection, Box 8, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as second man with good elevator. Have had both lumber and grain experience. State salary in first letter. Best of reference. Address Lumber, Box 8, Grain Dealers Journal, Chicago.

POSITION WANTED as Manager in some country elevator. Eleven years' experience. Best of references. Can make immediate change. Address Immediate, Box 8, Grain Dealers Journal, Chicago.

EXPERIENCED GRAIN MAN wants position as Elevator Manager or Grain Buyer. Can furnish best of references. Am employed at present but desire change. Kansas preferred. Address Kansas, Box 2, Grain Dealers Journal, Chicago, Illinois.

COMPETENT GRAIN MAN 37 years of age, 15 years' experience managing Country Stations in Illinois, one year soliciting consignments for Indianapolis house, wants position as traveling solicitor or manager for Country Station. Best of references. Address Indianapolis, Box 8, Grain Dealers Journal, Chicago, Ill.

RECENT OWNER AND MANAGER of small flour mill and feed business in Southwestern Missouri wants connection with larger concern, preferably Kansas or Oklahoma, affording broader experience and larger opportunity. Age 37, married. Invite fullest investigation. Plenty of references. Address Recent, Box 8, Grain Dealers Journal, Chicago.

POSITION WANTED as Manager of Grain Elevator. Twenty-eight years old. Can give best of references and bond if required. Nine years experience. Am at present employed but can come on ten days notice. Address Leslie, Box 5, Grain Dealers Journal, Chicago.

SITUATION as manager of good country elevator wanted. Have had 20 years' experience in all kinds of grain, seeds, feeds, coal and building material, except lumber. Can furnish best of references. Also understand the bulking, clearing and grading of all kinds of seeds. Address Grading, Box 7, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with Line Grain Company as manager or where there is a chance for advancement. Have had several years' experience in the grain business. Am employed at present but will go any place where conditions are satisfactory. Prefer Oregon, Washington, or Colorado. Address Orwaco, Box 7, Grain Dealers Journal, Chicago, Illinois.

EXPERIENCED GRAIN MAN Wants position as manager for line elevator company, Iowa or Nebraska preferred. Am thoroughly capable of handling large volume of business, have had four years experience buying grain. Married, age 27. Must be a man sized job with a good future. Can furnish best references and bonds. Am at present employed but desire change for best reasons. Ready after November 1st. Address Best Reasons, Box 5, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as manager of Farmers Elevator Company. Have had nine years' experience as manager and made money every year; from 12 to 105 per cent. Familiar with all side lines. Have taught bookkeeping and commercial law in business college. Good community booster. Single; thirty years old. Not afraid of competition. References: Bank and present employers. Am employed at present but can leave on short notice. Address Commercial, Box 8, Grain Dealers Journal, Chicago, Illinois.

BAGS FOR SALE.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

ENGINES FOR SALE.

ONE 16 H. P. Gasoline Engine for sale. Also 8 warehouse trucks. M. Lydon, 347 13th Ave., N. E. Minneapolis, Minn.

10 H. P. FAIRBANKS OIL ENGINE For Sale, complete with magnet. Engine has been used very little. Address St. John Grain Co., Worthington, Minnesota.

ANY KIND, ANY SIZE, ANY PRICE gasoline engine which is not in use and which you wish to sell, will find many ready buyers if advertised in the "Gasoline Engines" column of the Grain Dealers Journal, Chicago. Try it.

ONE 12 H. P. TYPE N. P. Fairbanks-Morse Oil Engine for sale. Address EQUITY UNION MERC. EXCHANGE, Byers, Kansas.

30 H.P. STOVER ENGINE For Sale. Engine latest type, new, used about two weeks. Reason for selling, replaced by motor. Priced worth the money.

MOSS MEAD GRAIN CO.,
Nevada, Missouri.

IF YOU WANT A MACHINE that is not advertised here, ask for it. Make your wants known. Some one wants to sell the machine you need, but hasn't started advertising it.

OIL ENGINE

For Sale—Bargain

One 25 H. P. Fairbanks-Morse Semi-Diesel Type "Y" Oil Engine. Never been used.

Write

THE KENNEDY CAR LINER & BAG CO.
SHELBYVILLE, INDIANA

MACHINES FOR SALE.

FOR SALE: BIG LOT of elevator belting and cups, No. 9 Clipper, No. 1 Monitor Receiv'g Separator, Elevators, Shafting, Pulleys and Hangers. 20 carloads of everything in the elvtr. and milling line. A. D. Hughes Co., Wayland, Mich.

ELEVATOR EQUIPMENT For Sale. Can be seen in operation in Hodgson's Elevator—12 H. P. gasoline engine, Fairbanks Morse, No. 3 Bowser corn grinder, 25 bushel French Burr grinder, Corn Meal Bolter, Cylinder Corn sheller with sheller 200 to 400 bushels, 30' Elevator Belts with cups, about 80' of 10" single leather belting, 60' of 6" rubber belt, 24' more of same. Price \$1,000.00 f. o. b. cars.

EUREKA BLEC. & ICE CO.,
Eureka, Kansas.

THE FOLLOWING EQUIPMENT For Sale:

1—Double Stand of 9x18 Allis Rolls, New.
4—Double Stands of 9x18 Rolls—several makes.

Above rolls suitable for corn grinding.

1—20" Ball Bearing Monarch Attrition Mill.

1—16" Unique Attrition Mill.

1—No. 1 Monitor Receiving Separator.

1—No. 2 Cranson Scourer.

1—Cracked Corn Grader and Separator.

THOMAS McFEELY COMPANY,
717 Heed Bldg., Philadelphia, Penn.

MISCELLANEOUS EQUIPMENT For Sale:

1—No. 3 Beall Rotating Warehouse and Elevator Separator.

12 sets main screens and sand screens.

2 wood boots 16x4 pulleys.

2 wood heads for 16x4 pulleys.

2 sets double trunkings for 3x3 cups to make elevator 25'0" over all.

1 shaft 4'0"x1 15/16"

2 rigid pillow blocks 1 15/16"

2 S. S. collars 1 15/16"

2 C. I. pulleys 16x4 for heads.

1—22T No. 77 sprocket, 1 15/16" S. S.

102 ft. 3 1/2" 4 ply cotton belt.

102 3x3" Salem buckets.

300 1/4x3/4" Reliance bucket bolts.

1 elevator corn sheller, almost new. Capacity 200 bushels per hour.

10 stationary sieves suitable for any kind of grain. Cleaner is practically new.

The above articles for sale collectively or separately, or will change for clipper cleaner No. 49. Write us for prices, we will surely trade.

E. B. WEEKES SEED COMPANY,
Ord, Nebraska.

LEATHER RUBBER BELTING CANVAS STITCHED

An Enormous Stock of New and Used Power Transmission Machinery, Belting, etc.

TEUSCHER AND SON MACHINERY SUPPLY CO.

527 N. SECOND ST. ST. LOUIS, MO.
Send for No. 18A BARGAIN PRICE LIST

MACHINES FOR SALE.

ONE SECOND HAND 25 CYCLE, three phase Motor Driven 24 in. Attrition Mill Wanted.

O. C. SHEPARD CO.,
Medina, Ohio.

45 H. P. TWIN CITY MOTOR For Sale—6 1/2x8 in. A No. 1 condition. Also 1 No. 20 Sprout Waldron Grist Mill. Reason for selling, changing to electricity. Cressey Bros., Elwood, Iowa.

ONE NO. 2 NEW MARSEILLES Snapped Corn Sheller for sale, equipped for warehouse shelling. First class condition. Shelled only 25,000 bushels. Are installing larger sheller. Have full list of repairs for sheller when needed. Price \$350.00.

PRUITT-CALDWELL GRAIN CO.,
Alex, Oklahoma.

ENTIRE CONTENTS of small but first class flour and feed mill at Cedarville, Ohio, for sale, including first class gas engine, scales, belting, grinding machinery, corn sheller, etc. Inquire The Hagar Straw Board & Paper Co., Cedarville, Ohio.

REAL BARGAINS.

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St.,

Chicago, Ill.

MACHINERY
For Grinding, Elevating and Conveying all kinds of grain of standard makes, from smallest to largest capacities.

NEW AND 2ND HAND REBUILT FLOUR MILL MACHINERY

Big Stock

We have the Largest Stock of 2nd Hand Flour Mill and Elevator Machinery in the World.

Belting, Pulleys, Shafting, Elevator Buckets and Conveyor Bolting Cloth and Roll Grinding.

Write for Net Price Book No. 75-B

B. F. GUMP CO.
THE MILL SUPPLY HOUSE
431-437 South Clinton Street—CHICAGO, ILL.

Since 1893
27 Years
Manufacturers
of Scales

COLUMBIA SCALES are the BEST
"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market—COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

CHICAGO, ILLINOIS

Telephone Albany 4
2437-43 N. Crawford Avenue

We maintain a large modern repair and testing department where we overhaul any make or capacity of scale, also keeping a good stock of repair parts. Competent men furnished to take out and install your scale.

ENGINES WANTED.

USED OTTO AND FAIRBANKS-MORSE Gasoline Engines Wanted. Describe condition and state price. Address Used, Box 5, Grain Dealers Journal, Chicago, Illinois.

IF YOU are desirous of obtaining more capital for the extension of your business; if you have land or realty to exchange for an elevator; if you have money to invest in the grain business, make known your desires in the "Business Opportunities" columns of the Grain Dealers' Journal.

BOILER FOR SALE.

TWO HENRY VOGT Water Cube Boilers For Sale. 130 Horse Power each. In good condition.

KENTUCKY FEED & GRAIN CO.,
Louisville, Ky.

IF YOU WANT A MACHINE that is not advertised here, ask for it. Make your wants known. Some one wants to sell the machine you need, but hasn't started advertising it.

CARS FOR SALE.

SEVERAL CARS For Sale, short 2x4s, slightly used but free from nails and absolutely sound. These run from 5 to 7½ feet in length and are just the thing for cribbing. Price \$22.50 per M., F. O. B. Galesburg, Illinois. Address C. F. Hurburgh, Galesburg, Illinois.

SECOND-HAND SCALES OF ANY make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" column of the Grain Dealers Journal, Chicago.

SEEDS FOR SALE—WANTED

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

WANTED—Seed buyers to get the benefit of this classified advertising which costs only 25 cents a line. A circular sent to our subscribers would cost \$130 for postage alone.

MILLET SEED in car lots for sale. Early Fortune, Hog, Common (golden) and Siberian. Reimer Smith Grain Company, Holyoke, Colorado.

WANT TO BUY Pigeon grass screenings, wild mustard seed screenings and elevator screenings. Send samples and prices delivered New York.
J. A. BARRY.

29 Broadway, New York, N. Y.

FOR SALE SUNFLOWER SEED WANT TO BUY BUCKWHEAT

P. L. ZIMMERMANN CO.
ST. LOUIS, MO.

The S. W. Flower Co.

WHOLESALE
FIELD SEED
MERCHANTS
SPECIALTIES
RED CLOVER, TIMOTHY
ALSIKE
TOLEDO
OHIO

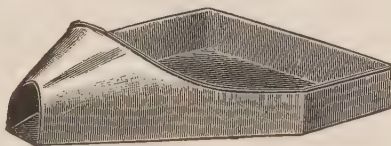
Field Peas
Hairy Vetch

Edw. E. Evans
West Branch, Mich.

The Stanford Seed Company, Inc.
Wholesale Field Seeds .. BUFFALO, N. Y.

Crawfordsville Seed Company
FIELD SEEDS
Crawfordsville Indiana

SEED SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Seed Size, 1½x9x11". Price \$1.65.

Send All Orders to

GRAIN DEALERS JOURNAL, 305 So. La Salle St., Chicago, Ill.

KEEP POSTED

GRAIN DEALERS' JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

..... bus.

State.....

Use Universal Grain Code and Reduce Our Tolls.

SEEDS FOR SALE—WANTED

Field and Grass
Seed Trade Directory

ARNHEM, HOLLAND.

Wm. E. Busgers & Co., European fancy natural gr. sds.

ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Belt Seed Co., The, importers & exporters seeds.
Wm. G. Scarlett & Co., wholesale seed merchants.

BELFAST, IRELAND.

McCausland, Sam'l, Ryegrass and Dogstail.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.
Illinois Seed Co., The, grass and field seeds.
Johnson, J. Oliver, seed merchant.
Continental Seed Co., seed merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

DES MOINES, IA.

Iowa Seed Co., buyers and sellers.

EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

FARIBAULT, MINN.

Farmer Seed & Nursery Co., seed corn & grass seeds.

INDIANAPOLIS, IND.

Dawson & Co., field and garden seeds.
Indiana Seed Co., The, grass and field seeds.

KANSAS CITY, MO.

Missouri Seed Co., wholesale exports and imports.
Peppard Seed Co., J. G., wholesale seeds.

LAWRENCE, KANS.

J. Underwood & Son, grass and field seeds.

LINCOLN, NEB.

Griswold Seed & Nursery Co., seed merchants.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.
Louisville Seed Co., clover & grasses.
Ross Seed Co., jobbers and exporters.

MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

MILWAUKEE, WIS.

Courtten Seed Co., field seeds.
Kellogg Seed Co., grass and field seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.
Minneapolis Seed Co., seed merchants.

NEWBERN, TENN.

Cole Seed Saver Co., Japan clover wholesale.

NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.
Nungesser-Dickinson Seed Co., wholesale seed merchants.
Radwaner Seed Co., I. L., fld. & gr. seeds, ex. imprts.

OKLAHOMA CITY, OKLA.

Marshall Grain Co., Distributors of Kaffir Milo.
State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. LOUIS, MO.

Kellog-Huff Commission Co., seed grains, field seeds.
Manglesdorf, Ed. F. & Bro., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

SELMA, ALA.

Geo. M. Callen, seed grasses & hay.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, pop corn.
Flower Co., The S. W., seed merchants.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.A. E. REYNOLDS, President
T. C. CRABBS, Secretary-TreasurerB. F. CRABBS, Vice-President
BENNETT TAYLOR, Vice-President

Crabbs Reynolds Taylor Co.

CRAWFORDSVILLE, IND.

Country Shippers of Grain from Indiana's
Most Fertile Corn Belt

TRACK BUYERS OF CAR LOT GRAIN

Specialists Dealing in Clover, Timothy
and allied Field Seeds—car lots or lessAn old, well-established firm, operating a chain of
elevators and seed cleaning plant, furnishing a service
which is at your command.North American Seed Co.
WHOLESALE GRASS & FIELD SEEDS
Milwaukee, Wisc.
"THE HOUSE OF QUALITY"MISSOURI BRAND SEEDS
Specialists
KANSAS GROWN ALFALFA
MISSOURI GROWN BLUE GRASS
MISSOURI SEED CO.
KANSAS CITY, MISSOURIFarmer Seed & Nursery Co.
Growers of Northern Grown
SEED CORN, CLOVERS, TIMOTHY
AND ALFALFA
FARIBAULT - - MINNThe Toledo Field Seed Co.
Clover and Timothy Seed
Consignments solicited. Send us your samples
TOLEDO, OHIOFLOWER, FIELD and LAWN SEED
J. OLIVER JOHNSON
Wholesale
SEED MERCHANT
1805-9 Milwaukee Ave., CHICAGO, ILLINOIS

SEED

We Buy
and Sell
all Varieties
of Grass
and Field
SeedsThe Albert Dickinson Co.
MINNEAPOLIS CHICAGOIf you want regular country ship-
pers to become familiar with your
firm name, place your "ad" here.

SEEDS FOR SALE—WANTED

WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants
BUFFALO, N. Y.
CORRESPONDENCE INVITED

MINNEAPOLIS SEED COMPANY

MINNEAPOLIS, MINN.
WE ARE BUYERS AND SELLERS
TIMOTHY—CLOVERS—MILLETS
Grass Seeds and Seed Grains
Send samples for bids Ask for samples and prices

JOBBER AND EXPORTERS

ROSS SEED CO.

Ky. Blue, Orchard, Red Top, and all kinds
of field seeds Bought and Sold.
Louisville, Kentucky.

IMPORTERS EXPORTERS

GRASS and CLOVER SEED

Buyers and Sellers of Timothy, Red Clover,
Alsike, Alfalfa, White Clover, etc.
NUNGESSER-DICKINSON SEED CO.
New York, N. Y., U. S. A.

The J. M. McCullough's Sons Co.
BUYERS—SELLERS
Field and Garden Seeds

CINCINNATI - - OHIO

SEEDS ANY and EVERY KIND CAR LOTS or LESS

The Nebraska Seed Co.
Omaha, Neb.



Prompt Shipment on SEEDS

CLOVERS, TIMOTHY
GRASS SEEDS
SEED GRAINS
FODDER CORN
MILLETS

And A Full Line Of Seeds
NORTHROP, KING & CO.
Seedsmen
Minneapolis, Minnesota

We Buy SEEDS We Sell

J. G. PEPPARD SEED CO.
Kansas City, Mo.

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.

ATCHISON KANSAS



THE ILLINOIS SEED CO.

CHICAGO, ILL.

WE BUY AND SELL

Field Seeds

Ask for Prices
Mail Samples for Bids

COURTEEN SEED CO.

Milwaukee, Wisconsin
Clover, Timothy, Grass Seed
Grain Bags

HENRY HIRSCH

WHOLESALE FIELD SEEDS
CLOVER—ALSIKE—TIMOTHY—ALFALFA
Our Specialty
All Other Field Seeds
TOLEDO - - OHIO

LOUISVILLE SEED COMPANY

INCORPORATED
LOUISVILLE, KY.
Headquarters for
RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES FIELD SEEDS

J. Bolgiano & Son

Seed and Grain Merchants
Feed Manufacturers



We are especially prepared
to offer the trade

Canada Peas, Sunflower, Hemp, Bird Rape, Canary Seed

Red Clover, Crimson Clover,
Hairy Vetch, Spring Vetch,
Bird Vetches, Rye Grasses,
Alfalfa, Dwarf Essex Rape.

Send for Samples and Quotations

We are also buyers—all grains and
seeds. If you have interesting offers
send us samples and quotations.

J. Bolgiano & Son
BALTIMORE, MD.



I. L. RADWANER SEED CO.

SEED MERCHANTS

NEW YORK CITY

IMPORTERS

EXPORTERS

MORSE DRIVES In Minneapolis Elevators

Superintendents of Minneapolis Elevators have given great care and attention to the Power Problem, and the question of greater efficiency and dependability. It is significant that they installed Morse Silent Chain Drives. Other terminal market elevators, as well as those at numerous country stations, are efficiently transmitting power with Morse Drives.

Morse Silent Chain Drive has attained its leading position by results, has proven its efficiency, its durability, its low maintenance, it has increased production and lowered cost, it has brought out the concealed profits of slipping belts wherever the 3,000,000 h. p. now in use has been installed.

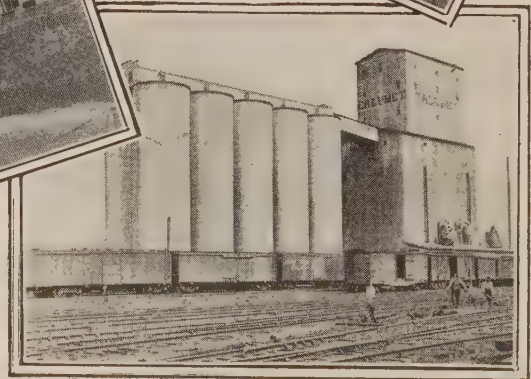
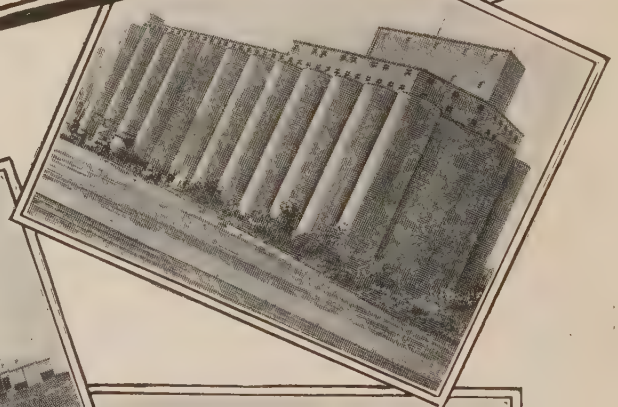
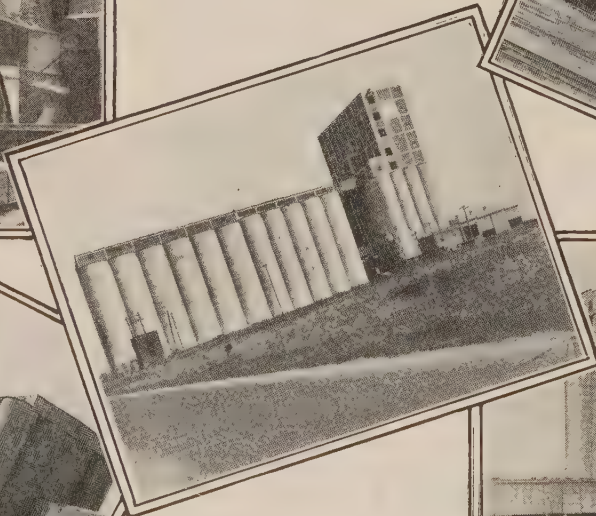
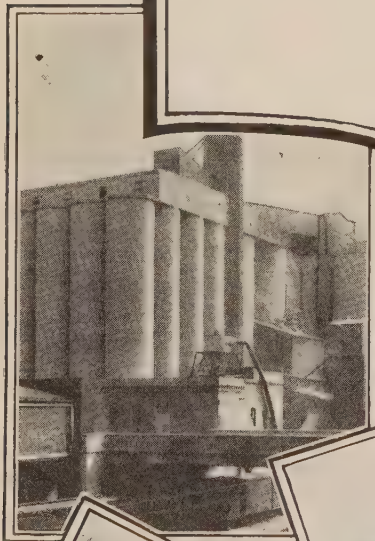
What are your power transmission problems? Submit them to us.

MINNEAPOLIS—STRONG-SCOTT MFG. CO.

MORSE CHAIN COMPANY

ITHACA, N. Y.

Engineering Sales Offices in Principal Cities



MORSE DRIVES

The Sign of
Efficiency

The Sign of
Durability

Positive as
Gears

Flexible as
a Belt

Longer Life



GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month at
305 So. LaSalle Street, Chicago, Ill., U.S.A.
Charles S. Clark, Manager

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars loading grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, OCTOBER 25, 1920

SOME PROSPECTIVE buyers of elevator property have been complaining that owners are asking too much money, yet an elevator was sold at Colfax, Ill., recently at auction for \$215—hardly enough to pay for the nails.

HIGH TEMPERATURE continued so far into October that poor old Jack Frost was driven back to the stable and King Corn won in a walk. Some States which did not expect to get much of a crop, are now gloating over a bumper corn crop.

ANOTHER ACCIDENT with a falling manlift serves to emphasize the necessity of all operators giving more time, thought and care to keeping their manlift in prime working condition. This great convenience of the country elevator should be inspected monthly and repaired quickly when anything is found out of condition.

THE splendid response to the addresses of welcome at the Minneapolis convention merits careful reading by every grain dealer who has any pride in his calling or a desire to promote the best interests of his country. It reflects careful study and a clear understanding of the functions of the grain trade as well as the limitations of government.

AMERICAN millers feel that Canadian flour is a mighty broom used by Europe to sweep western wheat out of the states. A big St. Louis mill closes for lack of demand and next week sales of Canadian flour are reported at that city 20 cents under the domestic product. Meantime Galveston and New Orleans are doing a record-breaking export of southwestern wheat.

CORN around 80 cents at Chicago may be low enough on this crop, but conservative traders will await the decision of the growers. If, by holding or feeding, the farmers stop the movement of corn into terminals we will have a steady or advancing market.

RETAILERS of many articles are accused of holding up prices while they dispose of stocks bot before the recent slump; but grain dealers seem to be a conspicuous exception, as they are following the market right down and no one at present accuses them of profiteering.

GRAIN SHIPPERS who are not now obtaining cars as wanted, must blame their own lethargy for the condition, because most of the railroads have cars to spare, and those lines which have not a sufficient supply to meet the needs of their shippers can readily obtain them. If your local station agent fails to get you the cars needed, keep after the freight traffic manager.

PERCY REED'S FOND DREAM of box cars which could be loaded with grain through the roof, and without shoveling, even from antiquated houses, has come true. The Canadian Pacific has recently put such a car into use. Grain is spouted into the car through six doors in the roof. The bottoms are hopped and grain is removed by means of two trap doors.

A MONTANA company suffered such heavy losses on grain shipped over the Milwaukee road that it has brought suit to collect \$1850 which is said to be the value of wheat lost from cars in transit. The Milwaukee seems to balk at paying any claim to grain shippers for grain lost in transit, and it would seem proper that the shippers along this line should join hands and secure the employment of a claim agent who has some sense of fairness and justice in his makeup.

BOYS should not be permitted to use a grain elevator as a playhouse. While some do indulge in this practice and still live, many of them pay the great penalty for being permitted to play about the open bins and moving machinery. Hardly a number of the Journal goes to press without reciting the distressing circumstances attending the death of some youngster who innocently used the elevator as a playhouse. Elevator managers are supposed to be familiar with the dangers surrounding the elevator; hence, it is their duty to protect children from unwittingly taking the dare. Keep them out.

FEW SEASONED speculators fail to study carefully all factors contributing to supply and demand of the product in which they are dealing. Yet many of them cast reflection on their own intelligence, and suspicion on their business, by consulting the ouija board, the fortune teller, and other fakers regarding the future trend of the market. Dealing in any commodity of general consumption like wheat can not be done intelligently unless the parties do make a deep and careful study of all the factors entering into the world's supply and demand; otherwise the successful outcome of their dealings must be a matter of pure chance.

EXCESS wool profits are now being distributed to 100,000 growers by the government. This accumulation of over \$1,000,000 resulted from the difference paid growers and the price obtained on the 1918 clip. The refund is being conducted by the Bureau of Markets, but no one knows what the Bureau will spend out of the taxpayers' money to pay the cost of distribution.

NEBRASKA AND KANSAS agitators are urging farmers to hold their wheat for \$3.00 a bushel. If enough of the farmers will stick by the agreement and they have proper facilities for storing and caring for their grain, they may realize a higher price for their product. If food manufacturers were to undertake the formation of such a pool, for the purpose of boosting the price on the consumer, it would be an illegal trust of profiteers, but of course the farmer is of a different class and the laws seem to be made for him and not against him.

WAGON SCALE weights for car load shipments of grain received merited condemnation by weighmasters at the Minneapolis conference. It is comparatively easy to determine the accuracy of the scales, but this does not reduce the chance of error in weighing recording and adding the many loads, neither does it insure all grain in car passing over scales. The experience of official weighmen supports the conclusion that wagon scales are not suited to the accurate weighing of carload shipments of grain, so grain shippers can not afford to depend upon them.

THE REPEAL of the tax on freight paid on export shipments of grain is asked for in a resolution adopted at the Minneapolis meeting. The tax was never intended to be levied by the authors of the original bill, but has been collected through a ruling by the Treasury Dept. for the purpose of raising more revenue. Few taxes in these days of numerous taxes have caused the grain shippers so much trouble and grief as the tax on export shipments, and if the general impression were not so convincing that our system of war taxes would soon be repealed, a specific demand would long since have been made upon Congress for the enactment of a special law which should forbid the enforcement of this troublesome regulation.

THE FEDERAL TRADE COMMISSION seems to have failed to find the cause for the slump in wheat prices from the members of the Chicago Board of Trade, so its investigators have gone to Minneapolis. The consuming public has been gouged by the profiteers in all lines for so long that everyone has been talking lower prices, wishing lower prices, and demanding lower prices. Market conditions in most lines seem greatly to favor lower prices, and if all lines come down together it won't make much difference to anybody, because the purchasing power of one man's labor will then be just as great as it was before. Surely, if prices do come down, the cost of money and the expense of doing business of any kind will be reduced sufficiently to permit of a material reduction in prices.

THE TELEGRAPH operator—station agent at a small country point collected day rates, sent the day messages at night and pocketed the difference. Western Union official discharged the operator, admitted liability of company and then recommended that all claims of the sufferers be ignored, which was done. It seems to be the policy of the company to ignore the claims of all except a favored few, who suffer loss or damage thru the delays or errors of its employees. This policy will be continued until the persistent protests of the sufferers induce the Interstate Commerce Commission to issue regulations forbidding discrimination by the telegraph companies and making them liable in a limited amount on all messages and for a much greater amount on all repeated messages. In some states the patrons of the telegraph companies have been favored with much better service than those of adjoining states because state laws made the companies liable for loss and damage due to their errors or delays.

A COAL STAMPEDE at this time would play into the hands of eight governmental groups at Washington, who do not want the coal trade to succeed under private control. All summer these propagandists have been preaching coal shortage, hoping to have public sentiment so overwrought by Dec. 6, when Congress reconvenes, that they can make a pretense of public demand for the recrudescence of the Fuel (Fool) Administration. Grain dealers, many of whom handle coal as a side line, will serve the public interest by allaying all anxiety. The laying in of an entire winter's supply should be discouraged, and consumers can be more easily persuaded to postpone purchases by assurances that coal probably will be cheaper later in the winter and certainly no dearer. On the authority of the managing director of the American Wholesale Coal Ass'n at Washington it can be stated that altho anthracite will be high-priced in the West, there will be a "saturated bituminous market between Dec. 1 and Dec. 15, 1920."

FREIGHT LOSSES and damages are said to have cost American railroads \$104,000,000 last year. Anyone familiar with the run down condition of the cars tendered shippers for their freight will be surprised that the amount was not more than double the figures made public by the American Railway Ass'n. It is now announced that the railroads propose to meet in Chicago November 15th for the purpose of discussing and agreeing upon ways and means of reducing these losses. In other words, shippers may expect to have more of their claims declined, and if possible, more of the responsibilities of the railroads turned over to the grain elevator operators. Grain and seed shippers are exercising greater care in the cooping of cars today than ever before in the history of the trade, yet they are suffering heavy losses. Worn-out box cars and reckless handling on the part of railway employees is placing at naught the conscientious efforts of the shippers to load their shipments so that they will reach destination without loss or damage. Inasmuch as the carriers have decided on a concerted move against loss and damage claims, it would seem to be up to the shippers to counter with a concerted demand for better cars and well guarded yards, in the hope that the loss and damages may not occur.

RE-ESTABLISHMENT of government wheat control in Canada is being urged by those who would profit by the maintenance of an artificially high price level; but the authorities realize that the consumers of wheat are more numerous than the producers and have more votes. Canadian government control is only in suspense and requires but an order in council to be restored. Such resumption of price fixing would be an error comparable with the poor judgment shown in the overnight seizure of all wheat in the western elevators early in the war.

WHILE THE RANK and file of the grain trade may not agree with the National Ass'n in its declaration against any changes being made in Federal grades until a grade has been given at least three years' trial, still the principle is good. Frequent changes of grades keep all dealers guessing, and if all know that no change can be made until a rule has been tried three years, then the trade will know what to expect, and more willingly will give every rule a fair trial. The varying conditions and qualities of each year's crop bring forth new problems for some sections of the trade, but even those afflicted by inequalities of existing rules could adjust their business to the conditions, if they knew positively that no changes would be made for three years. Frequent changes invariably confuse and confound all members of the trade who are not thoroughly cognizant of the exact change ordered or contemplated.

THE SLOWING UP in the movement of many lines of merchandise has released many box cars, with the result that the movement of grain has greatly improved recently. The only discouraging developments of late have been an embargo on all grain destined to Baltimore, which was issued last Saturday by the Penna. R. R. Galveston is again on the permit basis, because of an accumulation of 1500 cars of wheat on track, while the elevators are full because of the non-arrival of expected vessels. However, the movement of wheat to the Gulf can be diverted to New Orleans, where ample elevator capacity is available, so that the active export movement of grain can continue without much delay. England's coal strike may postpone the sailing of some of its vessels, but idle American bottoms can probably be substituted in an emergency.

THE REQUEST of the feed group committee which reported at the Minneapolis Convention, that an inquiry be made in the different markets as to what should constitute "prompt, quick and immediate shipment," deserves to be referred to a Committee on Enlightenment, with full power to act. These antiquated terms have been the curse of every line of business which has attempted to use them, and, thanks to a progressive Philadelphian, the grain trade has discarded these indefinite shipping terms for a specific number of calendar days. Holidays cannot be considered in business transactions between men in different sections, because different States take advantage of varying excuses for declaring public holidays. The simplest, the clearest, and a rule which will carry the same meaning to the greatest number, is one which declares for shipments within a specified number of calendar days. Any departure from such a practice is sure to bring about confusion, differences, disputes, and trouble.

The Need of a Grain Shippers Freight Buro.

The many different freight traffic problems discussed by those attending the Minneapolis Convention, both in session and between sessions, carry the conviction that the grain trade is sorely in need of a well organized traffic buro to safeguard the interests of shippers of grain and grain products.

The National Industrial Traffic League has been doing a splendid work, but many of its committees struggling with involved problems have unintentionally ignored and slighted the interests of grain shippers and grain elevator owners.

The shrewd railroad attorneys are striving continually to change the terms and conditions of leases, contracts, rules and regulations, for the purpose of promoting the interests and releasing the railroads from every responsibility which they can thrust upon others. As fast as the courts declare their efforts null and void, they bring out new forms designed to force new obligations and responsibilities upon railroad patrons. It seems to be entirely foreign to their desire or policy to deal fairly or justly with their customers.

The only relief in sight for the grain shippers is to establish a buro, employ specialists, and try to approach every railroad problem with the same degree of selfishness and utter disregard of the other party's interests as do the railroads. Then they may hope to secure fairer treatment from the railroads, but surely not before.

The complaint of a Tennessee miller, published in "Letters," this number, wherein the railroad at destination has assessed a storage charge which would soon confiscate the property, is a fair example of the railroad greed.

Another instance is of a transfer elevator on a short line in the Middle States, which was given a bountiful supply of weak, worn-out cars suitable for hauling grain from its local elevators to the transfer point, but no cars were supplied for carrying the cleaned grain from the transfer elevator. The monthly demurrage bill was soon in excess of \$500. The railroad neglecting to furnish cars for shipping out the grain as ordered, was directly responsible for the transfer elevator's inability to unload the local shipments. In utter disregard of the fairness or the justice of its claim, the carrier still demands several thousand dollars in demurrage charges.

While a live, aggressive traffic buro would surely help shippers to get out of just such expensive snarls, its best work should be in preventing their occurrence by keeping a vigilant guard of the trade's interests at the time that rules and regulations are sanctioned. Men thoroughly familiar with all the conditions of the grain business would oppose the filing of any schedule of demurrage charges which would permit a railroad to trap a transfer elevator operator in such a dilemma.

The work done during the past year by the Transportation Dept. of the Grain Dealers National Ass'n, was of sufficient volume and importance to the trade to justify the employment of an expert to look after the trade's interests at every turn. The practice of de-

pending upon the self-sacrifice of an individual committeeman who is willing to work for nothing, is not fair to the worker or the trade at large. The trade needs badly a well organized buro to guard and promote its interests, and the change should not be delayed because it will cost much more to procrastinate than it will to employ the best talent obtainable.

The National Convention.

While the Twenty-Fourth Annual Convention of the Grain Dealers National Ass'n at Minneapolis was not the largest in point of attendance, still many able addresses were presented to the trade, and much food given the thoughtful for the serious consideration of important problems that affect not only the members of the grain trade, but all business alike.

The Socialistic tendencies of government were rapped repeatedly, showing most clearly that business men of today have become firmly convinced that many of our problems are due to too much government in business and too little business in government. By degrees, the members of the grain trade are coming to believe that the less we have of government in business, the better off all concerned will be.

The Federal Trade Commission received the expected and merited condemnation in a clear resolution calling for the repeal of the law creating it.

To any real student of the grain business, our report of the proceedings presents many interesting problems and convincing arguments. The work of the organization, as reflected in the reports of the officers and committees, shows conclusively the great need for deep study and honest work by real live, energetic men, to the end that the trade at large may be blessed with improved conditions under which to do business, and better methods of doing it.

While the report of the Resolutions Committee, which is supposed to be a crystallization of the real sentiments of the organization, did have the unanimous support of everyone in attendance, still there are other problems, some having political significance, in which the individual members were even more outspoken in their condemnation, yet no action was sought or taken.

The excess profits tax, the unauthorized activities of the Buro of Markets, the extortionate demands of organized labor, and the vicious influence of the Adamson Eight-Hour Law, all received frequent and merited denouncement.

While the attendance at most sessions was disappointing, the number registered showed 650 from out of town. The difficulty of hearing speakers often drove men from the convention hall. Hence, the visitors were always numerous in the lobby and on the trading floor of the Grain Exchange. While the real work of the organization may be done by the officers and com'ites between meetings, these servants of the grain trade could do their work more efficiently and would do it more satisfactory if permitted to listen to a discussion of the trade problems with which they are struggling.

The Weighmasters Conference.

Our report of the conference of weighmasters and scale men, appearing on pages 790-794, contains much real light on the problems of the weigh-master that should prove of deep interest and some help to grain elevator operators generally.

The condemnation of the wagon scale as a means of determining the weight of grain placed in or taken out of a box car may amuse some country shippers, but the fact remains that the officials entrusted with weighing the great bulk of the country's grain shipments have lost confidence in the wagon scale for weighing carlot grain.

The weighmasters conflict with dust explosion experts who are anxious to remove the dust at every point, serves but to emphasize the care that must be exercised to insure the agreement of shipping with destination weights. The terminal weigh-masters are watched not only by the terminal elevator, but by the railroads and the shipper, all eager to have all the grain in each car removed and weighed accurately.

As the weighing departments become better organized and more known causes of shortages are determined, the work of the weighing departments becomes more extensive and exact. Shippers generally suppose that all that is necessary to determine the correct weights of shipments is to weigh them. A careful reading of the discussions and the questions presented by the different weighmasters should open the eyes of many shippers to leaks never suspected.

The trade is to be congratulated upon the earnest zeal reflected by the discussions of the scale men. With dead-in-earnest men devoting all their time to the conscientious solution of grain weighing problems, conditions are sure to continue to improve.

The Wheat and Flour Differential.

Flour millers who have been complaining bitterly of the alleged discrimination against flour in favor of wheat in the rates for ocean transportation would profit by making a close study of the economies practiced in the shipping of bulk grain.

The essential difference between the two commodities is that one is a manufactured product shipped under different brands that must be kept separate because of varying commercial value, while wheat is a graded raw material that can be mixed for convenience in loading into vessels to complete cargoes.

Flowing from this natural difference in the character of the commodity there has grown up a difference in the methods of sale and the handling of documents and the engagement of vessel room. The flour exporter uses a thru B/L from the interior so that the buyer under such a document has all the responsibilities of rail and ocean transit, after the B/L and draft have been negotiated at the bank. The wheat exporter gives the foreign buyer an ocean bill of lading, naming the steamer, with a 10 days' draft. The European wheat importer knows what to expect; while the flour importer is in the dark. There is nothing to prevent the flour trade from giving the European buyers some of the advantages offered by the American grain trade. The miller could use a domestic B/L to the seaboard the same as on wheat. He could engage vessel room at the seaboard; and he could sell on the basis of draft with B/L payable a week after arrival of shipment.

The differential against flour has just been

reduced by the Shipping Board from 25c to 5c per 100 lbs., but this will apply only to vessels under control of the Board. In order to retain as much of their present advantage as possible grain shippers will do well to consult the preferences of shipowners and foreigners, and especially handle all documents promptly.

Change in Corn Grading Sieve Proposed.

The suggestion by the Chief Grain Inspectors National Ass'n at the Minneapolis meeting in the form of a recommendation to the Sec'y of Agriculture that the perforation in the screen used in grading corn be reduced one thirty-second of an inch in size, if adopted, will have the effect of saving much good corn.

The rule now provides that foreign material and cracked corn shall be:

Kernels and pieces of kernels of corn and all matter, other than corn, which will pass through a metal sieve perforated with round holes fourteen sixty-fourths of an inch in diameter, and all foreign material remaining on the sieve after the sample of the corn involved has been screened.

Enforced uniformly as it will be under the Grain Standards Act, the change recommended by the inspectors as given in full on page 808 of this number, should encounter no serious opposition. Reducing the diameter of the holes to 12/64ths, while retaining fair-sized portions of kernels, will let the dirt go thru, and will be so slight a letting down of the grade as to be unobjectionable to most buyers.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. R. I. & P. 48613 passed thru Bigelow, Mo., on Oct. 18 going south on the C. B. & Q. Car was leaking wheat at the grain door.—H. E. Combs, mgr. Farmers Elevator Co.

B. & O. 97560 passed thru Bigelow, Mo., on Oct. 18 going south on the C. B. & Q. Car was leaking corn thru broken door.—H. E. Combs, mgr. Farmers Elevator Co.

M. C. 6351 passed thru Bigelow, Mo., on Oct. 18 leaking wheat at the grain door. Car was going south on the C. B. & Q.—H. E. Combs, mgr. Farmers Elvtr. Co.

I. C. 34019 passed thru Central City, Neb., on Oct. 18 leaking wheat at the side. Helped conductor make repairs.—L. E. Nugent, agt. The Hord Co.

B. & O. 70829 was set off at Chester, Neb., on Oct. 15 for repairs. Car was leaking wheat badly at the draw-bar.—Brown Lumber Co.

— 120830 passed thru Lakeville, O., on the Pennsylvania Lines on Oct. 11 east bound. Car was leaking wheat badly.—James Hudson, mgr. Farmers Equity Exchange.

Pa. 52105 passed thru El Paso, Ill., going north on the Illinois Central on Oct. 9 leaking wheat. Car had an Updike Grain Co. tag.—El Paso Elevator Co.

U. P. 137157 passed thru El Paso, Ill., going south on the Illinois Central on Oct. 9 leaking wheat. Car had an Updike Grain Co. tag.—El Paso Elevator Co.

— 68282 passed thru El Paso, Ill., going south on the Illinois Central on Oct. 9 leaking wheat. Car had an Updike Grain Co. tag.—El Paso Elevator Co.

L. & N. 91166 passed thru Scott City, Neb., on Oct. 8 leaking wheat at side.—S. Bucknell, mgr. Farmers Co-op. Elevator Corp.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Getting Back to Normal.

Grain Dealers Journal: We are rapidly getting back to normal carrying charge markets,—markets that will permit of safe and profitable hedging by mills, elevators, and other commercial interests, as well as by farmers,—markets which will function as they were intended to function, which will perform the great economic service of marketing the grain crops with less handling cost from producer to consumer than is the case with any other farm commodity,—markets which will again render one hundred percent service, and serve alike the consumer and producer to the great advantage of both, which is the only reason for the future markets' existence.

All signs point to further declines in prices. It is true that the farmer is dissatisfied, but the farmer cannot hold the grain exchanges responsible for any part of the drop in price. A world wide readjustment is alone responsible. The farmers' products were the first to advance in price when the war broke out, and they are amongst the first to decline now that the war is ended. The farmer had no complaint to make when prices advanced during the war. He attributed the advance to natural causes. He should apply the same reasoning in considering the decline.—Yours truly, Hurlburd, Warren & Chandler, Chicago.

The Speculator is a Necessity.

Grain Dealers Journal: The various farmers' organizations of the West are making a vigorous and combined effort to stop speculation in grain, particularly wheat, and do away with future markets. Speculators are blamed for recent decline in prices, but it was more the readjustment in commodity values that is taking place all over the country.

We think producers of grain will make a most serious mistake to cause the doing away of our future markets and speculation. This country produces a surplus of wheat and other grain and in selling same, we have to meet the competition of other surplus producing countries. The farmer is not equipped to hold his surplus grain on the farm, so it has to be sold at harvest time and shipped to market, where it is held in store until there is a demand for it. No one will buy it and carry it in store unless he can be protected against a loss; this can be done by selling it for future delivery—i. e., hedging it in our future markets.

The speculator is a necessity as he keeps our markets going, 90% of them are bulls, so we think they are of more value to the producer than a harm. If we had no future markets, the surplus grain would have to be sold low enough to guarantee the buyer against loss. This would mean a low price at harvest and a high price at the end of the crop year. The large terminal elevator firms would soon develop a monopoly in storing grain and give us a good deal of the same sort of thing we have now, with the packers. No product of our farms or factories is now being merchandised with such a low charge or profit, as is grain and speculation in our future markets alone makes this possible. It is hardly possible for the farmer organizations to secure enough cash or credit to hold the surplus grain and force the consumer to pay their price, if possible, it would be unlawful. The middleman is necessary to carry the burden of merchandising our crops and it is right that he should be

paid a fair price for his services.—W. H. Perrine & Co., Chicago, Ill.

Abundant Crops a Blessing.

Grain Dealers Journal: It is well for the country at large that this year has produced an abundance of crops. There is no question it seems to us that farming is the basic industry of the country. When the crop is abundant and the farmers are well supplied with money, that money filters through industry of all kinds and brings prosperity. It so happens that we have come over the top of a peak of prices for all commodities.

If this had been a short crop year prices would have remained high and the period of readjustment that all people are hopefully seeking, would have been postponed at least another year. Having an abundant crop so that the supply is greater than the apparent present demand brings about its own inevitable result—prices are falling, relief is coming to the consumer.

It is not more than right and reasonable that we who are in business should expect, for the good of all people of the country, to conduct that business on a basis of price more commensurate with the needs of the people of this country so that our economic structure can be brought back to a more sensible basis. We for one are willing to accept less profit if we can but bring the country back on to a right basis, where the elements of unrest, socialism, and other kindred societies, can die a natural death for lack of fuel to keep their discontent alive.—John H. Allan Seed Co., Sheboygan, Wis.

Clear Record Claims May be Collected if Loading Weights Can be Proven.

Grain Dealers Journal: Referring to the establishment of the validity of claims covering loss of grain in transit in connection with cars having both a clear mechanical and seal record I would say:

Since the carriers have returned to private ownership many of them are giving consideration to what is called "clear record claims" which have been handled by this department. These claims may be collected without much trouble or expense if the claimant can meet the burden of substantiating by dependable evidence his alleged loading weights.

From our own experience and after discussing the subject with many attorneys and representatives of carriers, we do not believe that any action can be taken thru any channel that will establish a precedent which the carriers will recognize or can be legally forced to recognize in connection with the payment of claims on clear record cars, due to the fact that each case must be solved and the facts determined upon the merits in connection therewith. In other words, a precedent cannot be established that will cover the adjustment of all such claims.

It is true that the fundamental principle of the common law is that the carrier must deliver at destination all freight received for transportation. However, there is a disability resting with the shipper and that burden is to prove his alleged loading weights. If his records indicate a reliable performance of the elevator facilities, such claims can be collected and, I state positively and emphatically, will be paid without the necessity of lawsuit.

As a matter of equity it could not be expected that the carrier would assume liability for the difference in the loading and out turn weights unless evidence is produced to indicate reliable performance of the scale. As we view the matter, the shipper's rights in connection with clear record cars are firmly established at this time but it will be impossible to establish a precedent that will cause the payment of such claims without due regard to the merits of each individual claim. In other words, the validity of each claim must be established, which is no more than fair or just

as we view the matter, as it would not be equitable to force the carrier to guarantee to the shipper the difference between the amount of grain he buys and the amount he sells, unless shipper can prove the reliability of his loading records. As stated before, if he can substantiate his claimed loading weights, these claims can be collected and are being paid at the present time.

There is no doubt in our mind but that the carriers would spend thousands of dollars in defense of their legal rights and we cannot see that any action can be taken that would in the least be profitable to the shippers because, due to the conditions surrounding each individual item, the facts must be determined and the shipper meet the burden placed upon him by law.

We again wish to reiterate that claims upon clear record cars can be collected and are being paid at the present time, if the shipper can substantiate his claimed loading weights and his rights in the matter are fully protected at this time.—S. R. Duckett, mgr., Traffic and Claim Department, Kansas Grain Dealers Ass'n, Topeka, Kan.

Confiscatory Storage Charges Assessed by Carriers.

Grain Dealers Journal: The following copy of our letter, to the Interstate Commerce Commission, is sent you for the purpose of calling your attention to a matter in which each, and every, section of the United States suffers alike, and we feel sure that if you will read this letter carefully, and give it a little thought, that you will see the grave injustice that the business firms of this country are forced to suffer, because of the inaction of the Commission in annulling an emergency law:

Nashville, Tenn., Oct. 14, 1920.

Interstate Commerce Commission,
Washington, D. C.

Gentlemen: Under the emergencies and stress of war, your Commission put into effect a very high rate of storage, that was then, and is now, a great burden on the business firms of this country, and we are going to sight one instance to show you that the rates of storage now in existence is confiscatory and should be annulled immediately.

When these rates were figured by the Commission, each member, no doubt, had in mind the protection that was afforded all shippers through the agency of the Food Administration, which had not only state directors, but city and county agencies, which could, and would, compel a buyer to move food, particularly flour, without any delay, hence no great amount of rejections or cancellations were made, because the merchant realized that they would be compelled to show good grounds for not accepting shipments, under penalty of having their license revoked or their doors closed. This protection ceased when the Food Administration and the Wheat Director, ceased to function, consequently the present rates should have been changed on May 31, 1920, the day that food control, and the protections afforded by it, ceased to exist.

Another thing that protected the shipper was the fact that the manufacturer was restricted to the sale of 70% of the quantity of flour which he had sold the previous year, consequently with these restrictions, food was not as easily obtained as it is now. For this reason the merchant was eager for what he purchased as he was likewise restricted as far as the quantity was concerned; but it is different now, as there are no restrictions as to the quantity of flour that can be bought, so unscrupulous merchants will resort to unfair tactics because they realize that the shipper cannot allow the merchandise to remain in railroad stations, under the present excessive storage charges, which amount to \$1.70 per barrel, and at this rate it does not take long for the storage to equal the entire value of the merchandise.

In order to show you just what this storage figures, we have made a few calculations, and while they are not accurate to the cent, they are sufficiently so to use as illustrations.

Flour at \$8.90 per barrel can remain in storage just five months before the storage charges equal the entire cost of the flour, which you will see is 20% per month or 240% per year. Flour at \$11.00 per barrel can remain six months and five days, when the storage will equal the cost. This figures about 16% per month or 192% per year. Flour at \$8.90 per barrel for five months at the rate of 6% equals .22, at 7% the interest would amount to .26 and at 8% the interest would amount to .30 per barrel. Flour at \$11.00 per barrel for six months and five days, at 6% equals .34 per barrel, at 7%,

.38 per barrel; and at 8%, .45 per barrel; so compare the interest charges, which are permitted under law by the different states, in comparison with the storage charges, inaugurated by your Commission, and you will see a vast difference.

If money is worth 6%, 7% and 8%, then the return in rent from warehouses is worth the same, plus a reasonable charge for overhead expenses, so no plea can be set up by the railroads that their salaries, the cost of maintaining warehouses and the building of them, is greater than the similar items of expense in banking, as the banking properties and salaries are usually considerably more, especially so as to cost, from a comparative standpoint, of buildings and the value of the lands.

On June 16, 1920 we shipped to George W. Keener, Collinsville, Ala., fifty barrels of flour, which he refused to accept, and on June 28th we were notified by the Agent at Collinsville that the flour had been refused. This flour was sold at \$14.30 per barrel delivered Collinsville. We had our salesman to try to place this flour, but the market conditions at that time were such that about as soon as he would practically complete a sale, the market reduction would prevent its completion, however, we have tried repeatedly to sell this flour, and on Sept. 23rd we disposed of the fifty barrels at Guntersville to two different parties and we were to have the flour re-shipped under two separate order notify bills of twenty-five barrels each, hence, we wrote the Agent at Collinsville to please inform us the exact amount of storage so that we could send him, our check, and, the original order notify bill of lading, so that he could in turn issue us bills of lading to the two parties who purchased the flour.

Under date of Oct. 9th, but post marked 8:00 a. m. Oct. 12th, we are informed that the amount of storage up to Sept. 24th amounts to \$254.40. The total shipment including the freight, amounted to \$715.00, so the storage rate in less than three months amounts to 35.4-7% of the total value of the flour, or approximately 12% per month, which equals 144% per annum, which we consider, and we believe that you will consider, a most unreasonable charge, consequently we trust that you will notify the Agent of the Alabama Great Southern Railroad at Collinsville, Ala., to reduce these charges to a reasonable amount, as his letter to us states that he has handled this matter with his Storage Bureau and they say that "they are unable to give us any assistance, owing to the laws governing the tariffs."

The law-making bodies of several states have practically put pawn brokers out of existence because of the unreasonable interest charges which they demanded, yet the ordinary pawn broker was glad to make loans at not in excess of 10% per month, or 120% per annum; yet under the Uniform Storage Tariff of Aug. 30, 1920, the railroads in any state can charge as much as 20% per month, or just twice as much as the maximum charges which caused pawn broking to be declared illegal, yet the pawn broker would actually advance money on collateral, but the railroads hold collateral and advance no service other than that of warehousemen.

The present storage rates were not intended as a source of revenue to the railroads, but were made as an extraordinary penalty to facilitate quick handling of merchandise and keep them in the channels of trade during the urgency and necessity created by the World War; but since the war is over, this storage tariff becomes a tremendous revenue to the railroads and it is unreasonable to suppose that they will change it until they are forced to do so by the Commission who gave them the right to charge it. The railroads themselves realize that the present rates are extremely unreasonable, as we have had occasion to talk with some officials and they seem to be surprised that the storage would amount in five months to the total value of the merchandise, despite the fact that the merchandise is worth twice as much as it was under normal conditions. If flour was worth, say \$5.50, which is the normal price, it would take only ten weeks storage to amount to the full value of the flour.

We are sure that you can see the injustice of permitting the present rates to continue and we hope to have some relief at your hands.—Very truly, Holt Milling Co., W. T. Holt, M. P.

After receiving a copy of our letter to the Interstate Commerce Commission, one milling concern in Indiana called us over long distance, commending us for starting this movement and stated that they had shipped four cars of flour to New York City, which were not taken care of by the consignee, and before they learned that the consignee did not have money to care for the shipment, \$800.00 per car had accrued in storage and demurrage, or a total charge against the four cars of \$3200.00. This unreasonable penalty was placed on this shipper despite the fact that he had not been notified that the cars were refused.

A copy of our letter, to the Interstate Commerce Commission, has been sent to each United States Senator and Representative and to each Railroad Commissioner of the dif-

ferent states, as well as to a number of Ass'ns.

We trust that you and all seed and feed as well as bagged grain shippers will lend your assistance in lifting this burden.—Yours truly, Holt Milling Co., W. T. Holt, M. P., Nashville, Tenn.

St. Joseph has Official Weights.

Grain Dealers Journal: I have noted with some interest the articles in your publication of Oct. 10 by Owen L. Coon, with reference to the system of obtaining weights in the different terminal markets, and especially note his statement that the only markets which have a right to use a certificate bearing the notation "official weights" are Chicago, St. Louis, Milwaukee, Minneapolis, Omaha and Kansas City.

The writer takes exceptions to this statement, and wishes to advise that in the St. Joseph market we have the same weights as given at Kansas City and St. Louis, Mo. All of the elevators are under the direct supervision of the Missouri State Inspection and Weighing Department and the weightmasters at each elevator are not in any way connected with the companies operating the elevators, but are employed by the state which derives the expense for maintaining the department by charging a weighing fee upon each car loaded or unloaded at the elevator.

I am writing this letter because of the fact the statement made by Mr. Coon has been given wide circulation, and the members of the St. Joseph Grain Exchange take exceptions, as this market was not included as one which had official weights.—With best regards, I am Yours truly, J. A. Gunnell, St. Joseph, Mo.

The Railroad Question from the Standpoint of Congress.

[Concluded from page 787.]

Public Waste More than Private Profit.—A study of government owned railroads in other countries shows higher costs, higher rates and poorer service than we have had under private ownership. The maximum holds good that "public waste is more than private profit." Conservative and far-sighted labor leaders are not in favor of Government ownership, much less the Plumb plan. Samuel Gompers, head of the American Federation of Labor, bitterly opposed Government ownership of railroads in the annual convention of the Federation held in Montreal recently.

Inland Water Transportation.—Appropriate provision is made in Section 201 of the Act to continue the construction and operation of the tow and barge lines established under federal control on the Upper and Lower Mississippi and Black Warrior Rivers, and upon the Erie Barge Canal. These lines were established to relieve congestion on the rail carriers, lessen freights and demonstrate the practicability of inland water transportation, through the use of up-to-date equipment.

The operation of these lines is placed in charge of the Secretary of War, but matters of rates, fares and charges are under the control of the Interstate Commerce Commission. The country will await with much interest the outcome of this experiment. In this connection, the act amends the Panama Canal Act in regard to the construction of docks and connecting them with rail carriers and also provides thru rail and water routes with joint rates and thru Bs/Ls.

Hereafter under the Act, no carrier by railroad can undertake the extension of its line of railroad or the construction of a new line unless and until it obtains from the Commission a certificate that the present or future convenience and necessity require or will require the construction or operation, or construction and operation of such additional or extended line of railroad. Nor shall there be any abandonment of an existing line without securing a like certificate.

This provision follows statutes in Wisconsin. New York and other states and is designed to prevent unwise extensions of existing lines and construction of new ones. Construction of a parallel line often makes an existing line a "weak sister." When a single line could be made to do all the business, the additional line imposes upon the public the burden of sustaining two weak lines, with poor service. The same is true in a measure with reference to the building of many branch and short lines. Where communities are served by a road, it should not be permitted to be abandoned without a full opportunity of all parties interested to be heard before a competent and impartial tribunal.

Issuance of Securities.—One of the most important provisions of the new Act is contained in Section 439, giving the Commission authority to pass upon all issues of stocks and bonds of carriers subject to the Act and upon issues of notes with a maturity in excess of two years.

The country heartily approves of giving the Commission such control over the issues of securities as will stabilize them and prevent their exploitation. It is confidently believed that the scrutiny of such issues will beget a greater confidence in them on the part of the investing public.

Consolidations.—The war has taught the value of consolidations and combinations under proper regulation and control. The Act authorizes the Commission to prepare a plan for the grouping or consolidation of the many railroad systems of the United States into a limited number of large competing systems of approximately equal strength.

It is contemplated to gradually bring together the railroads into a few systems so that these systems can "employ uniform rates in the movement of competitive traffic and under efficient management earn substantially the same rate of return upon the value of their respective railway properties."

The carrying out of this plan will enable the Commission to solve the problem of the "weak sister," improve service and eliminate whatever of over-capitalization there may be in the constituent roads making up the consolidation.

The Act Amends the Car Service Act of May, 1917, by extending its scope and enlarging the powers of the Commission. Every carrier by railroad is required to furnish safe and adequate car service. In case of shortage of equipment, congestion of traffic, or other emergency, the Commission can make such just and reasonable directions with reference to car service, without regard to ownership, as in its opinion will best promote the service in the interest of the public and the commerce of the people.

It can also require the joint or common use of terminals upon reasonable terms. It can also give directions for preference or priority in transportation, embargoes, or movement of traffic under permits. It will thus be seen that the Transportation Act retains the benefits which federal control demonstrated. These new powers in the Commission are now being given practical application through recent orders relating to the coal situation. The authority granted is ample to meet emergency conditions and were it not for car shortage and labor troubles, relief could be immediate.

More Production Program.—In July of this year the Association of Railway Executives met at Chicago and resolved that all of its members and other carriers be urged to devote their utmost energies to the more intensive use of existing equipment.

A car movement of 30 miles per day for the country as a whole, has never yet been attained. The significance of speeding up is made clear when it is understood that an increase of one mile per car per day for the 2,500,000 freight cars in the United States, is equivalent to adding 100,000 cars to the available equipment.

As to the second aim of the Railway Executives to increase the average loading of cars to 30 tons, much attention has been given, with good results.

As to the third aim—reduction of bad order cars to a maximum of 4 per cent of total owned, little progress has thus far been made, due to a lack of repair workers and materials.

Labor Adjustment.—Title III of the Act provides for the adjustment of labor disputes. Credit and sufficient equipment will not provide efficient transportation without labor. Satisfied labor is necessary to insure efficient service. All concede that railroad employees should have good wages and working conditions and reasonable hours. The problem was how these could best be secured, keeping in mind the interests of the owners and the general public.

The Act creates a Railroad Labor Board of nine members, appointed by the President and confirmed by the Senate, three to represent the employees, three the owners, and three the public. Some organizations objected to having the public represented on the Board. As the public pays the bills in the last analysis, Congress gave it equal representation with the employees and the owners. The Board is the final arbiter in all cases relating to wages or salaries, five of the nine members must concur in the decision and at least one of the five must be a representative of the public.

The Transportation Act can be made a success only through the hearty co-operation of all interests affected. Private ownership is now on trial. If it fails, Government ownership may be the only alternative. The railroad owners, under the Act, have been given fair and reasonable terms. They must now work out their own salvation. If any fail to realize the changed conditions and still insist on playing the part of Bourbons, an aroused public sentiment will push them aside.

URUGUAY'S 1920 crop is very short.

CUBAN PORT congestion is showing considerable improvement, reports Consul General Harris.

Don't sit 'round with hangin' lip,
That is sure to floor you;
Try to get a better grip
On the work before you.
Put some ginger in your words
When you greet a neighbor;
Throw your troubles to the birds,
Grit right down to labor,
An' you'll notice ev'ry day
Things is comin' right your way.
—Augusta Herald.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Cars in Proportion to Grain on Hand?

Grain Dealers Journal: We are able to carry only four cars of grain in our elevator on account of our inability to get money; while our competitor carries 10 to 20 cars in his house and is entitled to 2 to 4 cars to our one. It does not look fair because our competitor will be able to handle three bushels to our one. What is the remedy?—D. G. Strainer, Norman, Neb.

Ans.: As long as the car distribution rules provide for a division of cars in proportion to grain on hand ready for prompt loading the shipper must try to fill his house. One way to fill the house when money is tight is to accept the farmers' grain with the understanding that payment therefor will be postponed until the grain can be put into a car and B/L obtained from the station agent, taken to the local bank and cashed by attaching to draft.

Borrowing money to hold grain in the elevator receives no encouragement from the banker; but the negotiation of a B/L is an entirely different proposition from the banking standpoint and the Federal Reserve system has unlimited funds to loan on Bs/L as collateral.

Liability of Carrier for Delay?

Grain Dealers Journal: We wish to inquire whether there are any court rulings covering the following claims which we now have filed against the B. & O. R. R. Co. and which they are trying to decline on us.

Both our claims filed against the B. & O. represent loss occasioned thru delay on the part of their road bringing in the shipments to Cinti. One car in question being 10 days in transit, the other car being out 16 days. Both cars shipped from points which ordinarily require two days at the highest to bring them to Cinti.

The contention that the B. & O. are now taking is that the delays were occasioned on account of outlaw strikes existing at the time these shipments were in transit.—De Molet Grain Co., Cincinnati, O.

Ans.: The decisions are numerous holding the carriers liable for delay when due to negligence. A strike does not relieve the railroad company of this liability when there was contributory negligence. Even tho the delay was due solely to the strike the railroad company is liable if it accepted the shipment after the strike was called without notifying the shipper that the goods were accepted subject to delay.

The Supreme Court of Minnesota, National Elevator Co. v. Great Northern, 170 N. W. Rep. 515, held that the delay places the burden on the carrier of proving diligence, when the time taken in transit is unreasonably long.

The shipment having been 16 days instead of the usual 2 days in transit, in the case of the De Molet Grain Co., puts the burden on the carrier of presenting to the court evidence that the company's negligence was not the proximate cause of the delay.

The Supreme Court of Texas in M. K. & T. Ry. Co. v. Stark Grain Co., 131 S. W. 410, held that "To relieve a carrier from liability for delay in delivery due to a congestion of traffic, the shipper must be notified of such condition before the shipment is received."

The fine print conditions on the B/L relieve the carrier of liability for so-called "acts of God", and the Court of Appeals of Georgia,

in Southern Cotton Oil Co. v. Louisville & Nashville R. Co., 84 S. E. 198, held "A strike, accompanied with violence and intimidation, may be treated as an 'act of God', as far as it may cause delay on the part of a carrier in transporting goods."

Whether the strike defense of the B. & O. will hold in court can only be determined by a close study of the movement of the two cars from point of origin to destination.

Collecting for Shortage?

Grain Dealers Journal: During August I shipped a car containing 1788 bus. of wheat that turned out only 1564 bus. The empty car had been certified to me by the car inspector as O. K. for loading wheat; but certificate of weight notes that car was leaking on both sides. Cannot I collect for this shortage?—R. H. Barnes, Queen Anne, Md.

Ans.: The notation on weight certificate that car was leaking on both sides is conclusive proof that the loss occurred while the car was in care of the railroad company, and should be accepted by the railroad claim agent as warranting prompt payment of the claim on presentation of affidavit of weight loaded at point of origin.

Appeal from Exorbitant Railroad Lease?

Grain Dealers Journal: Is there any commission to which one can take an appeal from an exorbitant railroad lease rental? If so what method should be used.—W. C. Mote, Laura, O.

Ans.: Leases of right of way to individual shippers do not rest on a substantial basis. The charters of some roads do not permit them to engage in the real estate renting business. They were not granted the right of eminent domain to condemn ground and then lease it to private individuals; but they may contract for the operation of an elevator with a private individual or corporation.

The lease of a site on the right of way is a private transaction controlled only by the mutual agreement of the two parties, except in those few states that have conferred jurisdiction on the state railroad or public utilities commission by special statute. Iowa is one of these states, and its commission has rendered two decisions under the new law favorable to shippers operating elevators. One is that of Stacyville Grain & Coal Co. v. Illinois Central, reported in full on pages 1025 and 1026 of the Journal for Dec. 10, 1919, and the other is Jost & Maynard v. Ill. Central, reported on page 1121, Dec. 25, 1919, where the Iowa Commission held the fair rental to be \$6 a year.

Whether the Ohio State Railroad Commission at Columbus, O., will assume jurisdiction over a right of way lease could be ascertained by addressing the sec'y of the Commission, stating the facts. If the commission declares it has no authority the shipper has no recourse.

Freight on Marked Capacity?

Grain Dealers Journal: If I should load a car with corn the marked capacity 100,000 and actual weight 98,580 lbs., can the railroad company compel me to pay for 100,000 lbs.? Must we pay on the marked capacity of all cars loaded?

Have the minimum weights on cars been removed, and if so when?

We aim to load cars full, but when loaded as near as this car was it seems an injustice to be called upon to pay the balance.—Alfred Cram, mgr. Lanark Farmers Co-operative Ass'n, Lanark, Ill.

Ans.: When the weight of the grain put into the car falls short of the marked capacity the shipper can protect himself by writing on the B/L that car was loaded to within 24 inches of roof for purpose of inspection, or to full space capacity. If grain actually was so loaded and shipper neglected to have it indorsed on the B/L he can have the B/L corrected and get a refund of the excess freight if already paid.

The minimum weights have not been removed.

The rule reads as follows:

On grain, all kinds, minimum weight marked capacity of car, except where marked capacity is less than 40,000 pounds, in which case minimum weight will be 40,000 pounds per car. (See Note.)

Note.—When grain is loaded at point of origin to within 24 inches of roof at side walls of car for the purpose of federal or state inspection, or for inspection by grain exchange at points where federal inspection is maintained (notation

to that effect being inserted in the bill of lading by shippers) or when grain is loaded to proper grain line of cars so marked, or when car is loaded to full space capacity, actual weight will apply.

Basis for Claim for Delay.

Grain Dealers Journal: Having shipped a car of wheat to St. Louis, Mo., on October 13, which up to this time we are informed has not yet been delivered to its destination, I am writing that I may obtain some information in regards to the length of time allowed railroad company to deliver same. Have I any grounds to file a claim against the railroad company?—J. D. Mitchell, Mgr., Ipava Farmers Elevator Co., Ipava, Ill.

Ans.: When the time taken in transit exceeds that usual for the movement of shipments from about the same point to St. Louis in the same direction the shipper has grounds for claim for loss due to decline in market value. As a basis for claim shipper should present a statement of the time ordinarily required for the movement. This can be determined from the records of the shipper or other shippers.

Read answer to De Molet Grain Co. in this department.

Enforcing Oral Contract?

Grain Dealers Journal: Just before the drop in the corn market we sold over the 'phone to the interior representative of an eastern terminal market buyer a car of corn for which we never received confirmation from the terminal buyer. On calling attention of the interior agent to failure to send confirmation he said he would take up matter with his principal, but we have heard nothing from them. Can we enforce this contract?—Miller Bros.

Ans.: As this contract was made in Indiana the laws of that state govern. The law on oral contracts reads:

Burns Annotated Statutes of Indiana, 6633. (4910). "No contract for the sale of any goods, for the price of \$50 or more, shall be valid unless the purchaser shall receive part of such property, or shall give something in earnest to bind the bargain or in part payment, or unless some note or memorandum in writing of the bargain be made, and signed by the party to be charged thereby or by some person thereunto by him lawfully authorized."

Assuming that the interior representative will admit all the allegations of Miller Bros. the contract can be enforced if the agent had authority to make the contract, the exchange of confirmations not being necessary to establish the contract, which was made when the minds of the parties met.

Buyer Can Reject for Weevil.

Grain Dealers Journal: In September, I sold the Hardman King Co., Oklahoma City, Okla. a car of No. 3 shelled corn at \$1.22 per bushel f. o. b. Lindsay, Okla. This car moved to them and on its arrival weevil were found. The inspector graded it "Weevily—No Grade." We had to stand a dock of 47 cents a bushel. This was good corn, as there were only 150 bushels that contained weevil, but we had to take the loss just the same. Our loss on this one car was better than \$500. Now if the market had not been down we would have been O. K. As the market was down we are very bad fellows. Is it right for us to take this loss?—J. H. Pruitt, Lindsay, Okla.

Ans.: Shipper can do nothing but stand the loss when a technicality allows the buyer to reject a car. Grain inspectors are required by rule to grade according to the lowest quality in the car. Due to the decline in the market price the loss in this case was excessive, but the principle is the same.

Buyers everywhere have been so badly hurt by the falling markets that they are glad to avail themselves of every legitimate excuse for getting out of a bad deal. At all times and particularly at the present time shippers should adhere strictly to the correct business policy of loading out nothing that will not comply with the contract in every respect.

MONTANA MILLERS were recently denied the right to increase the charge for milling of wheat 10 cents per bushel. The state trade commission has asked that the millers make a test run during the months of October and November and then bring the subject up for hearing early in January.

The Railroad Question from Standpoint of Congress

(From an Address by the Hon. John J. Esch before the National Association at Minneapolis.)

Since your last convention you have been relieved of much of the war time legislation which affected the grain trade, you are again permitted to run your business and to restore it to something of its pre-war condition, you again have your destinies in your own hands, but all business has been profoundly affected by the world conflict and he is blind indeed who does not see that some changes have come to stay. You have also felt the action of Congress in repealing daylight saving, a war measure whose continuance was bitterly protested by the vast majority of the farmers; the restoration to their owners of the wire systems; the passage of the Merchant Marine Act, providing for ultimate private ownership and operation of vessels; and finally the repeal of the Federal Control Act and the passage of the Transportation Act restoring the operation of the railroads to their owners. It is to some salient features of this Transportation Act and to its administration since it became operative Mar. 1, that I desire to direct your attention.

Federal Operation.—The railroads were taken over by the President Jan. 1, 1918, under a clause contained in the Army Appropriation Bill enacted in 1916. The scope and limitations of the President's authority in connection with such taking over were defined in the Federal Control Act approved Mar. 21, 1918. Federal Control, continuing for a period of 26 months, was terminated by the Transportation Act on Mar. 1 of this year.

Between our declaration of war Apr. 6, 1917, and the Beginning of Federal control Jan. 1, 1918, the railroad executives, thru their War Board, sought to meet the enormously increased demands for transportation necessitated by the war, by combining the leading roads into a national system for the purpose of unified operation. While much was accomplished, legal obstacles in the form of the Sherman Anti-Trust Law, failure of some of the trunk lines to co-operate, and the indiscriminate issuance of priority orders by various government officials, prevented the increase in the quantity and efficiency of the service which the President and his advisers deemed necessary to win the war. He, therefore, took over the roads, and Congress enacted the Federal Control Act to enable him to operate them.

Under federal operation, revolutionary changes were made in the matter of regulations, financing and administration. Many of these changes, such as withdrawal of trains, re-routing, preference in shipment to essential or war industries, gave rise to widespread inconvenience, suffered however, uncomplainingly by our people while the war was still on.

With the signing of the armistice Nov. 11, 1918, and cessation of war production, a popular demand arose for a speedy termination of federal control and a restoration of the roads to private operation, a demand largely augmented by the fact that the roads as and while operated by the Government, were failing to earn the standard return guaranteed under the Federal Control Act, by more than \$1,000,000 a day, a deficit which had to be made good out of the federal treasury.

The President, conscious of this demand, declared in a message to Congress early in 1919, that he would under authority granted him by the Federal Control Act, return the roads to their owners on Jan. 1, 1920. He did not advise Congress as to the terms and conditions of such return; in fact, he frankly stated that as to the solution of the grave and complicated problems arising out of Federal control, he had no confident judgment of his own. The appropriate committee of Senate and House, and Congress itself, therefore, worked out their own solution as now embodied in the Transportation Act.

The Transportation Act.—Perhaps to no Congress has a more difficult, complicated or important piece of legislation ever been presented. Its consideration extended over a period of many months, hundreds of witnesses were heard, and thousands of pages of testimony and exhibits were presented. After four months devoted to hearing and consideration of numerous plans and suggested amendments, the House passed its bill Nov. 17, last. The Senate passed the Cummins Bill Dec. 19. Two days later both bills were sent to conference. Owing to wide and radical differences between the bills on highly important matters, it was impossible for the conferees to get action on a conference report by Jan. 1, 1920, the date fixed originally by the President for the return of the roads. The President, therefore, changed the date to March 1, 1920. After eight weeks of continuous and strenuous effort, the conferees reported and the bill was approved Feb. 28, 1920.

The Transportation Act is not based upon Government ownership. Outside of the advo-

cates of the Plumb plan, there was little or no sentiment in Congress in its favor. While there were some advocates of an extension of federal control, they secured little support in Congress. The adjustment of the financial relations between the Government and the carriers even after 26 months of federal control, have proven so complicated that were control to continue two years or longer, the situation would have become so scrambled as to make solution impossible. This would have compelled Government ownership or made it highly probable.

The framers of the Act decided it was wisest to build upon the existing Interstate Commerce Act, whose foundations were tried and well laid, instead of building a structure entirely new. It would have been fatal to have returned the roads without legislation which made it possible for them to meet the new conditions consequent upon the war.

Aid to Railroads.—The primary duty imposed upon Congress was to restore or establish credit which would enable the roads to supply themselves with the equipment necessary to handle the traffic promptly and economically and provide the additions and betterments during the reconstruction period. Experts declared that at least 250,000 more freight cars, 9,000 more passenger cars, 4,000 more locomotives, with proportionate enlargements of other facilities, were needed to do the business of the country as it ought to be done.

But this added equipment and facilities, at present prices, would mean an investment of over \$1,600,000,000 during the year 1920. We therefore, were presented with the problem of returning the roads to their owners under such conditions as would enable them to borrow or otherwise secure \$600,000,000 of new money and compel its expenditure for new equipment and facilities and for next year to borrow or secure \$1,000,000,000 for like purposes, and at least an equal amount for subsequent years.

We know that at the end of federal control, the roads, except a few of the strongest, could not finance themselves, that maturities for this year and succeeding years amounting to hundreds of millions of dollars, had to be met if roads were to be kept out of receivers' hands, that sale of stocks was impossible and further issues of bonds invited disaster.

The Transportation Act seeks to solve the problem as follows:

1st. It refunds the indebtedness of the carriers to the Government, with certain offsets, over a period of 10 years, with interest at 6 per cent per annum.

2d. It extends the guarantee of the standard return for a period of six months after March 1, 1920.

3d. It provides a revolving fund of \$300,000,000 out of which loans can be made to the roads at 6 per cent per annum for periods not exceeding 15 years.

4th. It establishes a rule of rate making under which the Interstate Commerce Commission is to adjust rates so as to yield a net income of not less than 5½ per cent upon the value of the property rendering the service, considered as a whole, this rule to continue for two years after March 1, 1920, and thereafter the Commission to fix the rate of return. It is further provided that any road earning more than 6 per cent shall divide such excess with the Government.

This last provision is contained in Section 422 of the Transportation Act and was believed to be necessary to enable the roads to secure the money and the credit required to purchase additional equipment and betterments at lowest possible rates and take care of the present and immediate prospective wants of transportation. With the roads again under private operation and the guaranty of the standard return withdrawn, there must be proper encouragement given to the investing public if the carriers are to obtain the necessary funds to provide the additions, betterments and extensions required by an expanding commerce.

The public cannot be compelled, but must be induced to invest. Stabilizing the credit of the carriers is a strong and necessary inducement. A public utility which has its income controlled through the regulation of its rates and its expenses, especially wages, also fixed by Governmental authority, is entitled, upon moral if not legal grounds, to fair and just treatment.

Basis of Rate Making.—Section 422 of the Act, which provides for a fair return upon the aggregate value of the property of the carriers held and used in the service of transportation, established a new principle in rate making and supplants the former rule which gave to the Interstate Commerce Commission as its sole rule or standard, the direction that rates must be "just and reasonable." Under this Section, the Commission must value the railroads as a whole or by territories and then so adjust the rates

that they will yield as a fair return 5½ per cent upon the aggregate value and may allow an additional ½ per cent for improvements, betterments or equipment chargeable to capital account.

This section has given rise to most of the opposition to the Act and has been willfully misrepresented as to its purposes and effect. It is charged that this section guarantees 5½ per cent and a possible 6 per cent return on \$8,000,000,000 of watered stock. As the amount of stock outstanding Jan. 1, 1918, amounted to \$9,000,000,000, this would mean that practically all the stock was watered, which is absurd.

Few roads, as they stand today, are over-capitalized. The truth is that the fair return is not based upon capitalization at all, but upon aggregate value, and this value as determined by the Commission in its decision made public July 31, is \$18,900,000,000, which is \$1,140,572,611 less than the amount as claimed by the carriers.

The Commission, with its record of the financial history of every road, with its knowledge of their receipts and expenditures, and the data already presented to it by its Valuation Board, can be trusted to determine the aggregate value which will be just to all interests. When the Valuation Board shall finish its work, the valuation it fixes will thereafter become the basis.

No Guaranty.—It is further charged that the 6 per cent return is a guaranty that every railroad shall receive this amount. This is absolutely unwarranted. The return is based on the aggregate value of the roads taken country-wide or by territories. Few roads would, under existing conditions, earn 6 per cent on their proportionate share of the total valuation. Some would earn 1 per cent, or 2 per cent, or 3 per cent; some may not earn their operating expenses. It will be left to each road to earn what it can and through initiative, economy, efficiency and foresight, to increase its earnings. There is, therefore, no guaranty, as the Government does not make good to any road, the difference between what it earns less than 6 per cent, and 6 per cent.

On the contrary, the Government will gain a half of any excess over the 6 per cent and can use this excess in loans to weak roads at 6 per cent interest, or in providing equipment to be leased to roads at a rental which will produce 6 per cent on the value of such equipment. Strong roads earning more than 6 per cent strongly protested against this diversion of the excess and questioned its constitutionality.

That the new rule of rate making is not a guaranty is further evident from the fact that "in performing its duties the Commission must estimate for a future period, the volume of traffic and the cost of maintenance and operation," and these uncertain elements necessarily remove the provision from the field of a Government guaranty. To give assurance that there will be an excess to be divided and that all earnings will not be recklessly expended, Section 422 provides that management shall be "honest, efficient and economical" and that expenditures for maintenance of way, structures and equipment be "reasonable."

The plan of dividing the excess over 6 per cent unless all roads are under a common control or ownership, is the only one which will prevent some roads earning excessive profits, as rates must be uniform and the same between competitive points.

The principle embodied in the Transportation Act, fixing rates so as to provide a maximum rate of return on the value of the property, is found in statutes of several of the state regulating public utilities. Under such a statute, the State Railroad Commission of Wisconsin held in the case of Parfrey vs. the C. M. & St. P. R. R., that "common carriers are ordinarily entitled to rates that are high enough to cover operating expenses, including reasonable returns upon a fair value of the property used and useful in the services they render."

Legislative bodies cannot confiscate private property. The courts will protect such property and when used in the public interest, will see that it gets a fair return. Instead of leaving such fair return to be dependent upon the just and reasonable rates which the Commission is to fix, Congress itself established what in its judgment it considered to be fair, in the Transportation Act, for the two years ending March 1, 1922.

Plumb Plan Sovietism.—Opponents of Section 422 of the Act, which rehabilitates railroad credit and enables the roads to again become self-sustaining and capable of rendering the service demanded by the people, and bridges the critical period of reconstruction, offer no alternative of a constructive or sufficing character other than Government ownership or the Plumb plan. This plan involves Government ownership, but goes much farther by requiring operation by the employees.

This is more than socialism. It smacks of sovietism. The American people do not want Government ownership. Both Republican and Democratic platforms are against it. This is no time to add to the \$26,000,000,000 of our present indebtedness, the billions that would be necessary to buy the roads. Our tax burdens are already too heavy. To add 2,000,000 employees to the Government list is a situation which should cause grave forebodings.

[Continued on page 785.]

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome. Let us hear from you.

ILLINOIS.

Georgetown, Ill., Oct. 11.—The corn crop is favorable.—C. B. Spang.

Chicago, Ill., Oct. 16.—All danger to corn was removed by the late arrival of frost.—American Steel & Wire Co.

Varna, Ill., Oct. 11.—We had a big crop of oats in this territory. Corn is maturing fine and we will have a good crop.—J. C. Maddin.

Chillicothe, Ill., Oct. 11.—The corn crop is good. Wheat acreage planted this fall is one-fifth of the acreage of an average year because the ground is too hard to plow. If we have rain in a few days acreage will be up to three-quarters of normal.—W. R. Guyer, Guyer Grain Co.

Springfield, Ill., Oct. 20.—Mild temperature with considerable sunshine and little rain has been favorable for the maturing of corn. The crop is now practically safe altho considerable of the crop is down. Husking has started. Soil is too hard and dry for successful plowing in many sections.—H. Merrill Mills, observer, U. S. Dept. of Agri.

Springfield, Ill., Oct. 16.—The corn crop is practically made and frost damage is no longer to be feared. Husking has started in some localities and will soon be in full swing. Apparently somewhat lower rates will be paid than last year for labor at husking and the present indications are that the supply will be sufficient. Considerable corn is down and will be hard to handle. Seeding of winter wheat and rye is very near completion. The acreage of wheat is a little uncertain and may fall short of recent expectations. The farmers are generally doubtful as to the profit in the crop at the prevailing prices. Some wheat and rye is above ground and it shows indications of needing rain. Holding of the harvested crop of wheat for a higher price by the farmers is general.—S. D. Fessenden, agri. statistician, Bureau of Crop Estimates.

INDIANA.

Hamlet, Ind., Oct. 18.—A great deal of the corn in this vicinity is down, due to severe winds. Since we have had several frosts the corn does not show up near as well as it did a month ago.—Arndt Weinkauff Grain Co., per Ed Arndt.

IOWA.

Rockwell, Ia., Oct. 12.—The corn crop is extra good. The oats are fair.—Farmers Inc. Society.

Anthon, Ia., Oct. 12.—Considerable old corn still to move. Farmers do not like to sell under \$1 per bu. Farmers are not selling grain freely and are inclined to hold for more money.—R. E. Horton, mgr.—Quaker Oats Co.

KANSAS.

Herndon, Kan., Oct. 12.—Late crop still in good condition but it is very dry here. Corn is fine.—J. J. Metts.

Bentley, Kan., Oct. 19.—Crops look fine. Some wheat is up. Some is still to be drilled. Kafir corn and other sorghums good. Corn is fair but acreage is small. We have traveled all over our county and everywhere things look promising.—J. A. Armour.

MICHIGAN.

Lansing, Mich.—The oats crop went 38.5 bus. to the acre. This is the largest yield per acre received in the last 16 years with the exception of 1915 and 1918. The feeding value of the crop is good but there was some discoloration of the crop in some sections. These dark colored oats are of lower grade when sent to market.—Verne H. Church, agri. statistician.

MINNESOTA.

Mapleton, Minn., Oct. 16.—Oats in this section averaged 38 lbs. to the bushel. Wheat is badly blighted. Corn is fine and all ripening before frost.—L. E. Olmstead, mgr., Equity Elevator Co.

MISSOURI.

Jefferson City, Mo.—Missouri corn will yield 34 bus. to the acre. Farmers report on Oct 11 that 85% of the corn had matured. Farm-

ers are also reporting that high prices are being paid to laborers in the corn fields. Oats all over the state had a general average of 31 bus. against 27 bus. to the acre in 1919. Spring wheat yield per acre also showed a marked increase. Yield in 1919 was 8½ bus. per acre, compared with a yield of 13 bus. in 1920. Barley was one of the crops to show a decrease in the yield per acre, yielding 28 bus. this year compared with a 30 bus. yield in 1919.—Missouri Crop Reporting Service.

MONTANA.

Westby, Mont., Oct. 11.—Crops are very light. Wheat is averaging 2 to 3 bus. per acre.—Peter Miller, mgr. Farmers' Grain & Trading Co.

Rudyard, Mont., Oct. 11.—Crops are poor here this season. About 5,000 bus. will be harvested.—W. H. Goozee, agt., St. Anthony & Dakota Elevator Co.

Helena, Mont., Oct. 15.—Quality of Montana grain crops is generally good. Montana will have the largest corn crop in the history of the state.—The George S. Rheem Co.

NEBRASKA.

Hallam, Neb., Oct. 11.—We need rain badly. Some fields of wheat look very sick at present.—Benjamin J. Brahmstadt.

Central City, Neb., Oct. 18.—Corn husking commenced. Crops fair in yield and quality. Winter wheat in fine shape, with plenty of moisture.—L. E. Nugent, agt. Hord Co.

Daykin, Neb.—Fall wheat has not grown as it should owing to dry weather. Corn picking will start about Oct. 25. The crop heaviest in years. Pickers are asking 10c and furnished.—I. L. Draucher.

Leigh, Neb., Oct. 14.—The corn in this part of the country will be better this year than it has been for many years past. We had a heavy frost on Sept. 29 but the crop was far enough along so no damage was done. Farmers report that the crop will average 45 to 50 bus.—Nye-Schneider-Fowler Grain Co.

OHIO.

Malta, O., Oct. 22.—Wheat crop is not up to the average. Corn crop is good. Little oats raised in this section.—John Whitney, mgr. Morgan County Farmers' Elevator Co.

Bainbridge, O., Oct. 13.—Crops are good in this locality. Wheat acreage will not be as large as the severe decline has discouraged the farmers. Late seeding is also against a normal acreage.—Worley Bros. Co.

OKLAHOMA.

Oklahoma City, Okla.—Early sown wheat has made excellent progress. Corn has continued doing very well and even the late planting is generally safe from possible early frost. The forecast from condition figure is for a production of approximately 90,000,000 bus. With the exception of 1915, this has been Oklahoma's best corn year in the past decade, the falling market being the only disconcerting feature. This has likewise been a most favorable year for kafir, milo and the other sorghums and has only been excelled in 1915 during the past ten years. The forecast is 33,000,000 bus. Broom corn yield is not so great as last year. On account of continued rains at the time of harvest the quality suffered severe injury in many sections. The total production this year is less

than 18,000 tons, or roughly two-thirds of the 26,900 tons produced in 1919.—W. B. Hamlin, statistician, Oklahoma Board of Agri.

SOUTH DAKOTA.

Hudson, S. D., Oct. 15.—Corn will be a big crop here. Very few oats.—C. V. Larkin, agt., Traders Grain Co.

TEXAS.

Foard City, Tex., Oct. 13.—We need rain to bring up the sown wheat.—Hugh McLain, Bell Grain Co.

Summary of Traffic Movement.

Movement of freight on the larger roads operating out of Chicago and St. Louis for the week ending Oct. 23 was practically the same as during the previous week and somewhat less than the traffic during the corresponding week in 1919. Coal movement decreased on some of the lines and on most lines the movement of grain was somewhat less.

Details of the movement follow:

C. M. & St. P.—Total cars loaded were 9% less than during the corresponding week in 1919. Coal shipments decreased 25% and grain shipments decreased 3%.

C. B. & Q.—Total freight traffic was 8% less than in 1919. Coal movement increased 6%. Grain shipments were 1% less.

Illinois Central.—Movement of all commodities has shown a general downward tendency on account of the general market conditions. Therefore cars have been released for use where the greatest shortages occurred.

C. & N. W.—Total volume of freight moved 5% less than during the corresponding week in 1919. Coal movement decreased 12% and grain movement increased 7%.

A. T. & S. F.—Practically the same number of cars were loaded during the past week as were loaded during the same week in 1919. Traffic in lumber has decreased 14%. Grain movement has increased 10%.

The American Railroad Ass'n has announced that freight cars on all roads loaded during the week of Oct. 9 exceeded the loadings of any other week in 1920. The Ass'n claims that 1,009,787 cars were loaded in that period compared with 982,171 cars loaded during the corresponding week of 1919. The report of traffic movement appearing in the Grain Dealers Journal of Oct. 10 showed that traffic on the principal western roads during the week ending Oct. 9 was less than the traffic during the corresponding period of 1919.

Coming Conventions.

Nov. 16, 17, 18. Nebraska Farmers Co-operative Grain and Livestock Ass'n at Omaha, Neb.

Dec. 14, 15, 16. South Dakota Farmers Grain Dealers Ass'n, Sioux Falls, S. D.

Jan. 25, 26, 27. Farmers Grain Dealers Ass'n of Iowa at Fort Dodge, Ia.

Daily Closing Prices.

The daily closing prices of wheat, corn and oats for December delivery at the following markets for the past two weeks have been as follows:

DECEMBER WHEAT.

	Oct. 9.	Oct. 11.	Oct. 13.	Oct. 14.	Oct. 15.	Oct. 16.	Oct. 18.	Oct. 19.	Oct. 20.	Oct. 21.	Oct. 22.	Oct. 23.
Chicago	198½	207½	209½	207½	217½	213¼	211	205	203	197¾	202	199¾
Minneapolis	204	211¼	213½	211½	218½	214	212¼	206	199½	199	203	200¼
Duluth	203¾	210¾	214	211½	220¼	216¼	213	206	204¾	197	202¾	200
St. Louis	199¾	207	210½	207¾	218½	213½	210¾	206	203½	197	201½	199½
Kansas City	194	201¾	205½	203¾	212¾	207¾	206	199	198	190¼	194½	192¾
Milwaukee	198¾	207½	209½	207½	218	213	211	205¾	203¼	197½	202¼	200
Winnipeg	206¾	213½	213½	210½	218¾	213	...	206¼	205½	202½	210½	208¾

DECEMBER OATS.

	Oct. 9.	Oct. 11.	Oct. 13.	Oct. 14.	Oct. 15.	Oct. 16.	Oct. 18.	Oct. 19.	Oct. 20.	Oct. 21.	Oct. 22.	Oct. 23.
Chicago	55½	56¾	56¼	56	57¼	56½	55½	54½	53¾	52¾	53½	53¾
St. Louis	56	56½	56½	56½	57¼	57	56¾	55	53¾	53	53¾	53¾
Kansas City	54½	55½	55½	55½	56½	56½	55½	53¾	52¾	52	52	52½
Milwaukee	55½	56¾	56¾	56	57¼	56½	55½	54½	53¾	52¾	53½	53¾
*Winnipeg	69½	70½	69	68¾	70	71	...	70	69	68½	68½	68½
Minneapolis	51¼	51¼	51¾	51½	52¼	52¾	51¼	50½	49½	49	49¾	49

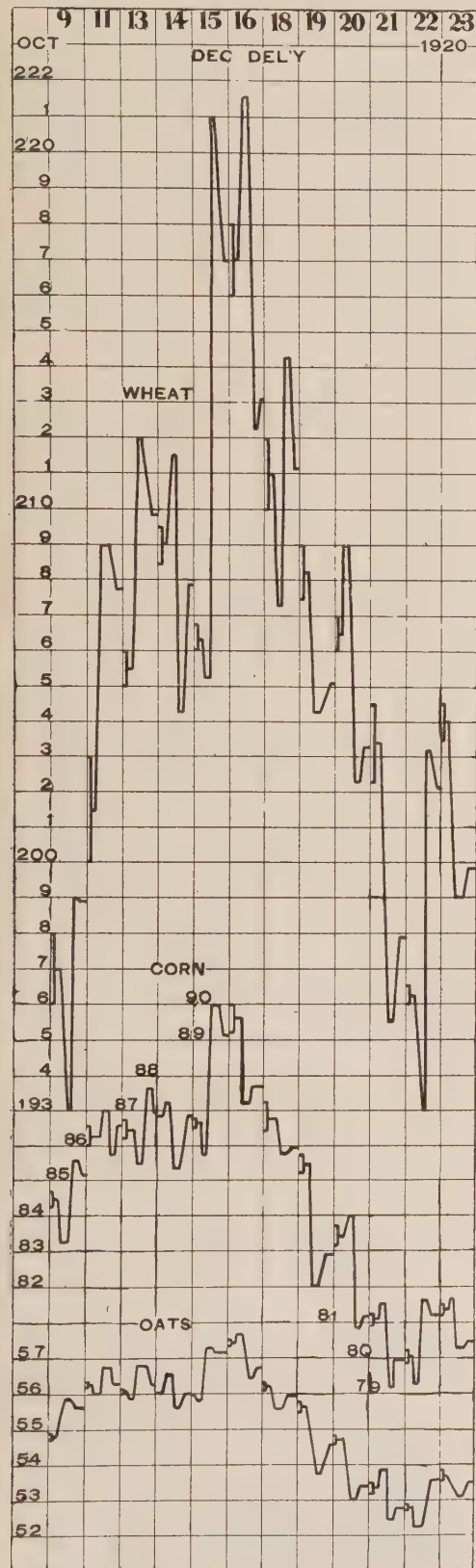
DECEMBER CORN.

	Oct. 9.	Oct. 11.	Oct. 13.	Oct. 14.	Oct. 15.	Oct. 16.	Oct. 18.	Oct. 19.	Oct. 20.	Oct. 21.	Oct. 22.	Oct. 23.
Chicago	85½	86½	86¾	86¾	89¼	87½	85½	82¾	81½	79½	81¼	80½
St. Louis	85½	86¾	86¾	86¾	88¾	87¼	85¾	83¼	81¾	80¼	81¾	80¾
Kansas City	78¾	80¼	80¾	80¾	82¾	80¾	79¼	76¾	74¾	73¼	74½	73¾
Milwaukee	85½	86¾	86¾	86¾	89¼	87¾	85¾	83	81	79½	81¾	80½

*October delivery.

Chicago Futures

Opening, high, low and close on wheat, corn and oats for the December delivery at Chicago for two weeks past are given on the chart herewith.



LARGE ACCUMULATIONS of rice in the Republic of Santo Domingo has resulted in that country prohibiting its further importation.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

ALABAMA.

Montgomery, Ala., Oct. 11.—Condition of cars is satisfactory to us because on account of our moving we have been using sacked grain.—Capital Grain & Feed Co.

CALIFORNIA.

San Francisco, Cal.—Receipts of grain at this market during September were: Wheat, 2,694 tons; barley, 20,712 tons; oats, 360 tons; and corn, 1,162 tons; compared with receipts during September, 1919, of wheat, 3,919 tons; barley, 17,714 tons; and oats, 730 tons.—Harry C. Bunker, chief inspector.

CANADA.

Ft. William, Ont.—Receipts in bushels at this market during September were as follows: Wheat, 12,642,164; corn, 99,914; oats, 816,335; rye, 315,071; and barley, 1,041,570; compared with receipts during September, 1919, of wheat, 16,013,726; corn, none; oats, 1,818,832; rye, 219,190; and barley, 1,023,840. Shipments in bushels during September were: Wheat, 7,934,775; corn, 37,553; oats, 205,063; rye, 117,526; and barley, 516,150; compared with shipments during September, 1919, of wheat, 12,391,685; corn, none; oats, 1,865,550; rye, 71,720; and barley, 720,527.—C. Birkett, Sec'y, Ft. Wm. and Pt. Arthur Grain Exchange.

ILLINOIS.

Chicago, Ill.—Chicago's first new corn arrived on Oct. 15. It came from central Illinois, contained 18.40 per cent moisture, graded No. 4, and was sold by P. H. Schiffin & Co. for 86 cents.

INDIANA.

Hamlet, Ind., Oct. 18.—Farmers are not selling anything to speak of. Seem to be holding out for higher prices. Can't say that I blame them any as corn and oats are below cost of production.—Arndt Weinkauff Grain Co., per Ed Arndt.

IOWA.

Anthon, Ia., Oct. 12.—Corn crop looks fine in this section.—Roy E. Horton, mgr. the Quaker Oats Co.

KANSAS.

Herndon, Kan., Oct. 12.—Grain moving slowly. Farmers are unwilling to sell at the low prices.—J. J. Metts.

Bentley, Kan., Oct. 19.—Not much grain moving now. Plenty of cars or we do not need any. Farmers are holding for higher prices.

MINNESOTA.

Duluth, Minn.—Receipts and shipments of grain at this market during the month of September were reported in bushels as follows: Wheat, 8,632,662; oats, 1,356,382; rye, 3,038,541; barley, 636,899; compared with receipts in September, 1919, of wheat, 2,394,849; oats, 81,158; rye, 2,767,237; barley, 367,930. Shipments during the same month were reported in bushels as follows: Wheat, 5,627,675; oats, 11,284; rye, 2,459,372; barley, 299,509; compared with ship-

ments in September, 1919, of wheat, 287,963; oats, 20,167; rye, 1,219,000; and barley, 95,655.

MONTANA.

Rudyard, Mont., Oct. 11.—Our elevator is now full.—W. H. Goozee, agt., St. Anthony & Dakota Elevator Co.

Helena, Mont., Oct. 15.—Marketing of crops is very slow; around 22% of wheat marketed and very little coarse grain has passed from growers. Disturbed and uncertain price levels and tight money are causing buyers both in Montana and outside to hold off buying even at these prevailing low points, resulting in majority of growers arranging storage for crops and holding for higher prices.—The George S. Rheem Co.

NEBRASKA.

Daykin, Neb.—Grain cars are scarce. Very few cattle will be fed in this section.—I. L. Draucher.

NEW YORK.

New York, N. Y.—Movement of grain at this market during the month of September was reported by the sec'y of the New York Produce Exchange as follows: Receipts: Wheat, 9,333,400 bus.; corn, 703,000 bus.; oats, 1,484,000 bus.; rye, 3,287,500 bus.; and barley, 162,200 bus. Shipments were: Wheat, 7,186,000 bus.; corn, 45,000 bus.; oats, 70,000 bus.; rye, 1,798,000 bus.; and barley, 640,000 bus.

OHIO.

New Paris, O., Oct. 20.—Farmers are holding their wheat for better prices.—J. W. Noakes.

Bainbridge, O., Oct. 13.—Wheat is largely marketed. Corn will be held by the farmers because present prices are below the cost of production.—Worley Bros. Co.

OKLAHOMA.

Waukomis, Okla., Oct. 12.—Very little wheat is being sold by farmers. They do not want to stand such a heavy loss on cost of production. If they could get cost price out of their crop I believe they would sell.—Fred Atherton, mgr., Waukomis Co-op. Elevator Co.

Oklahoma City, Okla.—Approximately one-half of the 1920 wheat crop had been marketed by farmers prior to Oct. 1. The sections of least production have already marketed a large per cent of their crop, but the main wheat region lacks a trifle of having disposed of 50% of this year's harvest. Inquiry the latter part of October, 1919, disclosed that wheat growers had marketed 56% of their crop and 73% prior to Dec. 1, 1919.—H. H. Schutz, statistician, Bureau of Crop Estimates.

PENNSYLVANIA.

Philadelphia, Pa.—Receipts at this market during September were: Wheat, 3,078,500 bus.; corn, 68,480 bus.; oats, 412,500 bus.; rye, 134,000 bus.; and barley, 1,539 bus.; compared with receipts during September, 1919, of wheat, 5,253,259 bus.; corn, 48,085 bus.; oats, 805,845 bus.; rye, 99,297 bus.; and barley, 31,078 bus. Shipments during September were: Wheat, 1,985,417 bus.; and rye, 88,256 bus.; compared with shipments during September, 1919, of wheat, 5,352,892 bus.; oats, 338,595 bus.; rye, 62,971 bus.; and barley, 89,145 bus.

SOUTH DAKOTA.

Hudson, S. D., Oct. 15.—Farmers do not feel like selling and there is some storing of old corn at the present.—C. V. Larkin, agt., Trad-ers Grain Co.

TEXAS.

Foard City, Tex., Oct. 13.—Farmers still have a considerable portion of this year's crop. They are not selling at the present price.—Hugh McLain, Bell Grain Co.

Exports of Grain Weekly.

[From Atlantic and Gulf Ports, in Bus., 000 Omitted.]

	Wheat.		Corn.		Oats.	
	1920.	1919.	1920.	1919.	1920.	1919.
July 10...	5,771	3,851	35	23	800	1,617
July 17...	8,556	3,393	89	93	322	757
July 24...	6,990	1,112	157	45	1,006	1,142
July 31...	7,033	3,067	43	9	867	2,319
Aug. 7...	6,375	3,651	52	74	353	891
Aug. 14...	7,220	2,620	102	44	9	1,584
Aug. 21...	6,919	4,445	63	67	46	2,141
Aug. 28...	11,253	6,072	122	264	134	1,576
Sept. 4...	6,425	3,848	9	118	52	1,474
Sept. 11...	8,203	7,475	55	42	130	1,411
Sept. 18...	10,902	6,343	67	148	50	1,358
Sept. 25...	10,572	4,690	76	29	116	557
Oct. 2...	7,476	5,917	75	33	112	1,442
Oct. 9...	7,427	2,485	297	28	186	1,007
Oct. 16...	9,345	2,830	323	18	223	1,184
Total since						
July 1...	127,318	63,303	1,621	1,055	4,332	21,153

Washington, D. C.—Wheat held at all points on Oct. 1 was estimated at 608,000,000 bus. Of this amount 477,000,000 bus. was held on the farms, 102,000,000 bus. was in the elevators and mills, and 29,000,000 bus. was at points of accumulation.—U. S. Dept. of Agri.

A POSTAL SERVICE investigation has been ordered by the Joint Congressional Com'te on Postal Service. Willis B. Richards & Co., an engineering firm, has been appointed to supervise the work. The investigation, according to Mr. Richards, will begin at the large mail centers of Chicago and New York. Every phase of the postal system, including the civil service department and exorbitant post office rentals, will be investigated.

Weighmasters and Scalemen in Conference

The Third annual conference of the Weighmasters and Scalemen was held in the West Hotel, Minneapolis, Oct. 10, one day in advance of the Grain Dealers National Ass'n meeting. About thirty-five were in attendance when the meeting was called to order at 10 a. m. by chairman H. A. Foss, Weighmaster of the Chicago Board of Trade.

An active discussion of questions submitted to the conference by deputy weighmen from all parts of the country, featured the meeting.

Chairman Foss opened the meeting with the following remarks:

I am glad to meet you at this, our third annual meeting. I hope that all of you are prepared to report material progress in your efforts to produce greater efficiency in the operation of your respective departments. Obviously, the only inducement, the only possible incentive, there is for holding and attending these conferences lies in the wish, and the hope, that information and knowledge, useful to us in securing greater weighing efficiency, will be gained thereby.

If our meetings do not accomplish this end then we are wasting our time holding them. But, I am well persuaded that even without our commendatory regulations, which I assume are being enforced by a majority of our membership, that our discussion of the many problems, with which we have to deal make our meetings worth while.

Of course, there may be some markets whose weighmasters, while being in full sympathy with our recommended practices, have not, available, the financial means with which fully to enforce such procedure. And in this, no doubt, the larger markets, working under a given weighing fee, have the advantage where there exists the desire and the will to maintain weighing departments second in efficiency to none.

M. H. Ladd, Weighmaster of Milwaukee Chamber of Commerce read a paper on "Wagon Scale Weighing at Terminal Markets", from which we take the following:

Wagon Scale Weighing at Terminal Markets.

There was a time in Milwaukee when a considerable quantity of grain was unloaded from and loaded into cars on team tracks, all of this grain being weighed over Chamber of Commerce Wagon Scales in addition to the scales maintained by the R. R. Co. The grain unloaded in this manner was not all handled by the small grain and feed dealers; strange as it may seem several of our larger industries are not located on railroad tracks.

All of these industries have, within the past three years, made other provisions for the unloading of their grain, either by having it transferred through elevators with railroad facilities or by the erection of small transfer houses on the railroad, equipped with track scales, where the grain is unloaded from cars and transferred to trucks as needed. This arrangement has made it possible for us to discontinue our weighing service at all of the team tracks.

We found wagon scale weighing very unsatisfactory because of the expense incurred in performing the service. Our fee at the wagon scales was just about double the amount charged at elevators and industries, but nevertheless the balance at the end of the year was always on the wrong side of the ledger.

I presume that team tracks throughout the country are all laid out on the same general plan, making it necessary to station at least one man in each yard to insure against the possible diversion or loss of grain between car and scale. At one of our yards it was necessary to station two men on the tracks in addition to the man at the scale in order to be certain that no grain left the yard without being weighed, that the weight of each load was credited to the proper car, and that there was no loss from wagons or trucks between scale and car.

Another objection to wagon scale weighing is the large number of gross and tare weighings necessary to arrive at the weight of a car load; and also the elapse of time between starting and finishing a car. It frequently happens that it takes three or four days to unload a car in this manner, making it necessary for the yard man to close and seal the car at the end of each day and examine the seals again on the following morning.

It was also our experience that country shippers requested investigations of the weighing and condition of a larger percentage of cars unloaded at team tracks than on cars unloaded at elevators and industries. I have always felt

that this was not due to any inaccuracies in the weights obtained but was the result of a prejudice on the part of the country shippers against wagon scale weighing.

During the hearing of testimony in Docket 9009 it developed that grain was often weighed over wagon scales at country shipping points before loading into cars, these wagon loads being hauled varying distances after weighing, with a possibility of loss or diversion of grain between the scale and the car. Then, too, it also developed that country shippers would frequently buy grain over wagon scales and place such grain in elevator bins from day to day and at some later date, perhaps weeks later, would load the grain into cars without reweighing, using the inbound wagon scale weights as their shipping weight.

Testimony of this character has, of course, thrown considerable discredit on the reliability of wagon scale weights at country shipping points, and this discredit can easily be extended to include the terminal markets if weighmasters do not exercise strict supervision over the yards and at the scale where grain is being handled and weighed.

It has recently come to my attention that the literature being sent out by one claim collecting agency instructs grain shippers to discontinue the use of wagon scales for arriving at loading weights, the conclusion being that claims based on these loading weights are being declined by the carriers.

P. P. Quist, Minneapolis: Why did docket 9009 give specifications for automatic shipping scales but not for wagon scales.

A. E. Schuyler, Chicago: Was that not due to the fact that no specifications were submitted for the wagon scale to the I. C. C.?

J. A. Schmitz, Chicago: It is a fact that we did not draw up any specifications for the wagon scale, because we were not asked for that.

F. H. Schlinkert, Mo. Pac. Ry., St. Louis: Isn't it customary to use wagon scales for buying from farmer and then to use another scale for shipping purposes?

H. A. Foss: Investigation is showing that the motor truck scales must be put in with more care and accuracy and the result is they show less depreciation than the wagon scales.

A. E. Schuyler, Chicago, Chairman of the Dust Collecting Com'te, made the following report:

Report of Dust Com'te.

Your committee, in carrying on its work, kept in mind the fact that both regulation 10A, Article 8 of the Milwaukee Conference, and the resolution which brought about the committee's appointment, forbid the application of dust collecting devices in handling grain from car to scale to be weighed.

Shortly after our St. Louis meeting, Mr. D. J. Price, in charge of Grain Dust Explosion Investigations, United States Bureau of Chemistry, asked the Chairman of your Dust Committee to meet him in Chicago to discuss the matter of the application of aspiration and dust removal, which he stated had a vital relation to dust explosion and fire prevention work. In response thereto, a meeting was arranged with Mr. Price and as many members of our committee as could attend. Unfortunately, however, the viewpoint of Mr. Price on the matter of dust removal, as expressed at this meeting, was so at variance with the viewpoint of our committee members attending, that measures looking toward co-operative action so far as the limited scope of the work of our com'te was concerned, were out of the question.

Mr. Price, in substance, insisted that all dust in grain, capable of creating dust clouds, should be removed either at the actual point of unloading, or at the first point possible, regardless of any weighing feature that might be involved. He also contended that at each and every point in an elevator, where the handling of grain could create dust clouds, dust collecting apparatus, for carrying away such floating dust, should be installed and oper-

ated. Mr. Price advanced the opinion that the matter of weights need not be allowed to interfere with dust removal operations for the reason that the cause for any such interference could be removed by agreed upon adjustments to take care of any extractions of moisture and dirt, affecting the weight of the grain, that might result.

Later, the same day, at a public meeting presided over by Prof. Brown, also of the U. S. Bureau of Chemistry, at which interesting and instructive demonstrations as to the causes of grain dust explosions were given, Mr. Price, in addressing the meeting, expressed the thought that those who were opposed, on account of the effect on the weight of the grain being unloaded, to the removal from such grain of substances causing dust clouds in elevators, should get together with all concerned, with the view of compromising their differences by agreeing to such adjustments as might be necessary to cover any weight losses caused by the dust removal operations.

At this public meeting, too, one of the audience complained to Prof. Brown of the attitude of a certain weighing department in causing dust collecting devices, that he had installed to reduce floating dust, to be disconnected.

The chairman of your Dust Committee would be remiss in his duty if he failed to mention the hearty and effective co-operation received from Messrs. W. E. Thompson of Minnesota, and J. A. Schmitz of Chicago, both members of the Dust Committee. In this regard, the devices, on which your committee has based its conclusions and recommendations, were installed at Minneapolis and at Chicago at the instance of these gentlemen. The elevator operators at both points, too, where the devices were installed, were very good to us. In fact, as the committee had no money, the individual members even having to arrange for their own traveling expenses, its work would have been doubly difficult, but for the co-operation and the labor and materials supplied by these grain elevator men.

Mr. Schmitz, without a great amount of urging on the part of the Committee Chairman, has constructed these models with which we will endeavor to illustrate the workings of the "Indirect Suction Devices," investigated by your committee, and the "Air Pressure Release for Scale Hoppers," which is designed to keep elevator weigh rooms reasonably free of floating dust.

The demonstrations of the different dust collecting devices, at Minneapolis and Chicago, were attended by all the members of the Committee excepting one, and also by Mr. H. A. Foss, Chairman of our Conference. The Committee's conclusions are contained in the following report:

1. That our investigation of the connection from the garner to the back leg leads us to withhold our approval thereof.

2. That to apply sufficient suction to reduce, appreciably, the visible floating dust in an elevator, caused by and during the handling of grain to and from cars, such suction, in the opinion of your committee, would affect the weight of the grain varying amounts according to the extent of dirt and moisture in the grain.

3. Our conclusions, based on our observations of experiments made, indicate that the amount of floating dust in the garner room is not appreciably reduced by applying dust collection aspirators to the garner, provided that the garner, the leg, the leg head, and the spout or throat from the head to the garner, are all tight.

4. That aside from the conclusions of your committee with reference to the effect of pneumatic dust collecting devices when attached to garners for the purpose of keeping the garner room free of floating dust, your committee feels that such vents could be installed in the garners, and also at the unloading boot tanks, without affecting the weight of the grain to any appreciable extent, provided, first, that in every case any suction,

which may be applied, is indirect suction; and second, that the dust collecting device, which provides such indirect suction, is installed on the garner at the farthest point possible from the falling stream of grain. And in order to make provisions for taking care of the views of those who may desire to provide vents of some sort on the garner, or at the unloading boot tanks, and, at the same time, without, in any way, jeopardizing the accuracy of weights, your committee suggests that Regulation 10-A, article 8, of the regulations adopted for the guidance of Terminal Weighmasters, at the Milwaukee Conference of Weighmasters and Scale Men, Sep. 23, 1918, be amended as follows:

Strike out paragraph "E" and substitute therefor the following lettered paragraphs "E" — "F" — "G" — "H", together with accompanying sketches 1 and 2.

(E) No "Direct" dust collection devices shall be permitted between the car and the scale, or between the scale and the car. "Indirect" dust collection devices (see definition "Indirect Suction," paragraph "F" hereof, and sketch marked exhibit one) may be permitted on the garner, provided that the action thereof be made visible, also that they shall be installed at the farthest point possible from the moving grain stream. "Indirect" dust collecting devices may also be permitted in the boot tank (see definition "Indirect Suction," paragraph "G," and sketch marked exhibit two hereof.)

DEFINITION OF "INDIRECT" SUCTIONS.

(F) GARNERS: Indirect suction is hereby defined as a means of releasing the pressure of air in the garner of scales caused by the falling grain and by the operation of the grain elevating machinery, to the end that fine floating dust in the garner, that might otherwise be forced out thereof into the garner room, will be conveyed by dust collecting system to dust house, or other place provided for its disposition. To prevent any suction of the dust collecting system affecting the weight of the grain by drawing moisture or other substance therefrom, the connection from the garner to the dust collecting system, referred to in paragraph "E" hereof, and which provides the vent for the release of aforesaid air pressure, and resultant escape of floating dust, must be so constructed that there will be a break, or opening, in the piping that leads

from such garner to such dust collecting system; and this break, or opening, must be of such size that there will be no appreciable suction on the garner. In other words, the draught (draw) of the dust collecting system must be so modified by this break, or opening, that only the dust that is forced out of the garner through such air releasing vent, by the aforesaid pressure in the garner, is conducted into the dust collecting system. (See sketch attached "Exhibit 1.")

(G) BOOT TANKS: Dust collecting systems, installed in the boot tanks to gather and dispose of dust and dirt that might escape from the leg, when outside the elevating leg, are also defined herein as "Indirect Suctions," since they exert no suction on the grain being elevated. (See sketch attached "Exhibit 2.")

(H) SCALE HOPPERS: Air pressure vents connecting the scale hopper with the garner for the purpose of relieving such scale hopper of air pressure, and possible resultant escape of dust in the weighroom through any unprotected or uncovered crack or crevice or untight joints, may be permitted provided the mouth or outlet of such vent into the garner is well above the point where the grain can reach, and provided that such outlet is equipped with a hinged flap that will open and close automatically to prevent the pressure of air in the garner from affecting the action of the scale. (See sketch No. 1 hereof.)

Mr. Schmitz demonstrated model of dust collecting system recommended by the com'ite. This system is installed in the garner and hoppers with indirect suction taking nothing from the weight of the grain.

John Dower, Supervisor of weights, St. Louis: Has this been worked in practice, or is it merely the theory?

Chairman Foss: It has been worked out as shown by Mr. Schuyler's report.

Mr. Schmitz: There are no dust collectors attached to any of the scale garner in Chicago.

W. E. Thompson, Sup't of Scales at Minneapolis: Our Com'ite did not try to develop a grain cleaning or dust collecting system to fit every elevator, but merely something to be used in cases where it is needed.

A. E. Kahler, weighmaster, Baltimore Chamber of Commerce: We have air vents in some of the Baltimore elevators, carrying dust direct from the garner to the outside.

"Weighing Department Experiences" was the title of an interesting paper read by J. A. Schmitz of the Chicago Board of Trade Weighing Dept., which is published elsewhere in this number.

Adjourned to 2 p. m.

Afternoon Session.

Chairman Foss called the afternoon meeting to order at 2 p. m. It was announced that the next meeting of the National Scalemen's Ass'n would be held in Chicago, probably some time in March.

Geo. A. Wells, Des Moines, Ia., gave a short talk on "Weighmaster's Reports," pointing out what they should include to be of most value to all concerned. From his address we take the following:

Weight Supervision in Small Markets.

As we all know differences arise between the weights at shipping point and the weights at destination. Many of these differences are never explained or accounted for. As there is a difference between the weights at shipping point and weights at destination, certainly it should be determined first whether or not the scales are accurate. I have never believed that it is just to charge carriers for shortage unless it is known that the weights are correct.

Some years ago I did give considerable attention to refused freight claims. It would seem that there are two things to consider, either that the weights are incorrect or there is leakage or stealage in transit. The service rendered by weighing departments in the different markets, as I understand, varies considerable as to scope and it has been my observation that the larger markets are able to give more efficient service and exercise greater discipline than the smaller markets.

Just at this time in Des Moines, which is one of the smallest markets of the country, where Board of Trade supervision has been established, I am interested in weight supervision and have been giving it some attention from a terminal standpoint and have found that it is difficult to establish supervision that has discipline back of it. We found that we must have our own man to do the actual weighing, and that the Board of Trade supervise such weighing by having supervision under a deputy weighmaster.

There are different degrees of service rendered by different weighing departments. Some of the larger weighing departments have extended the scope of their work to such an extent that they have watchman service in the outlying yards and check the cars as to physical condition as they arrive. Railroads to my knowledge repair cars in transit with the result that there would not be any leakage apparent when such cars arrive at destination.

The seals are broken in the outlying railroad yards by inspectors and resealed by the inspection departments, and in some markets by railroad representatives.

The question of seal record is important. The supervision of weights in the smaller markets is a very difficult thing where there are only one or two elevators. It is difficult to exercise the discipline necessary in the larger markets. If you have a deputy weighman at an elevator in a small market, and keep him continuously on the job he is quite certain to go to sleep after he has been on the work about thirty days. I found such a situation in Des Moines recently. This is the problem of the small markets.

There are outlying yards at terminal markets where the arrival seals are examined when the cars first arrive and they are examined again when the cars are resealed after grain inspection and complete records made, then those seals are carried through to the elevator where the final record of seals is made.

Walter Fowler, Ass't Chief Inspector and Weighmaster, Omaha: There has been little difficulty at Omaha in tracing car seal records from country elevators to terminal houses.

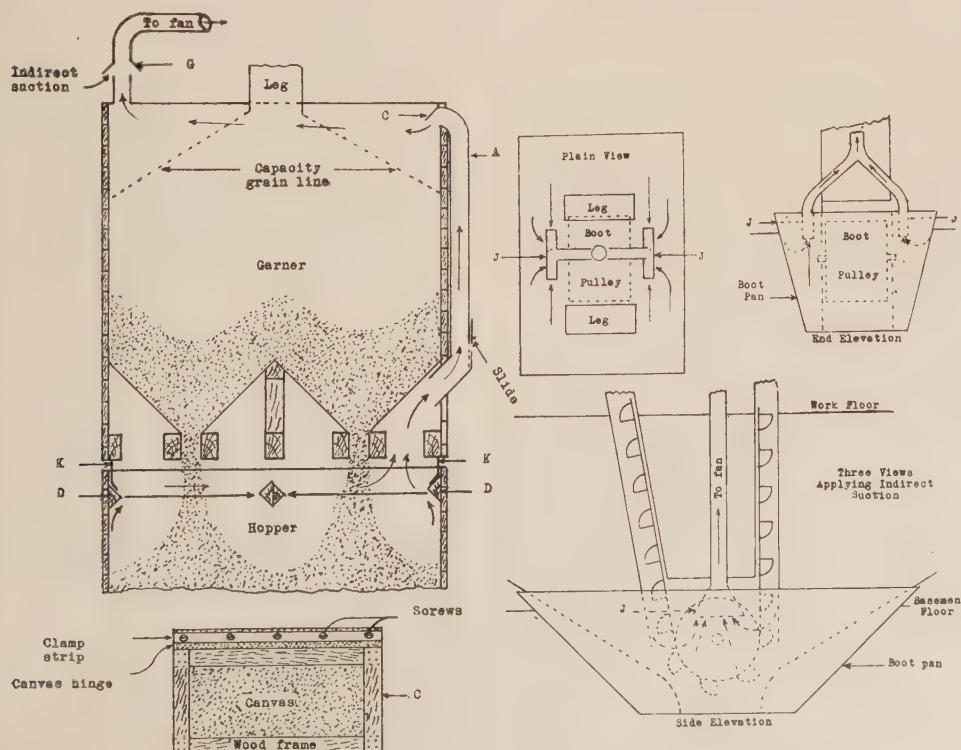
John Dower: We never have seal record to give from many country points. The shipper should keep the seal number as part of his records on all shipments. Some, however, do keep excellent records, but others will have to be educated.

Mr. Wells: My point is, Can you give a complete seal record at your market so the shipper will know when and where the car was opened?

E. H. Culver, Toledo, Chief Inspector: We take a complete record and send one back to the country shipper on all cars.

J. S. Hart, Chief Inspector, Kansas City, Kan.: Is it your practice, Mr. Quist, to give a report on condition of all cars?

Mr. Quist: Only where there is something to report, not if the car has a clear record.



Sketch 1, Dust Vent of Scale Hopper. Sketch 2, Dust Vent of Boot.

I believe the Minnesota law requiring the shippers to tack a card on the inner grain door, showing the amount of grain and grade loaded into the cars should be adopted nationally by the I. C. C.

Mr. Schuyler: How much is this information worth to the country shipper? They will want all this information in case of a shortage, but could they not write to the weighmasters and secure it?

Mr. Dower: That practice involves expense to shippers and also carriers. In this work we benefit the carriers as well as the shippers.

Jas. A. Bradshaw, Kansas City: Joint inspection with the railroad men is important. Years ago railroads in Kansas City maintained joint car inspection with the grain inspectors and weighmen. They have become dilatory now however, and no longer have joint inspections.

P. P. Quist: We had a little test at the elevator of Washburn-Crosby mill, checking forty-four cars arriving. These cars all had the shipper's card tacked on inner grain door showing their figures on weight and grade. In 24 cases out of the 44 there was shown a loss to the shipper by under-estimate a total of 14,132 lbs. Nineteen cars showed a gain to the shipper, due to his over-estimate, and there was just one car that checked weight with the shipper's figure. This showed the shippers on the average were putting too much grain in shipments.

The Question Box.

The Question Box for deputy weighmen was used by the men in the field, eleven questions having been sent in for the conference to answer. The questions, with answers, as agreed upon by the members of the conference follow:

Not Duty of Supervising Weighing Dept.

One of the Weighmasters' Conference regulations states that it is the duty of the supervising Weighing Department to inspect outbound cars, and another regulation states that it is the duty of the unloading supervising Weighing Department to see that each car is swept clean of all grain. In justification of these two regulations, it is pertinent to refer to section I of the report of the ICC No. 9009 case, which reads as follows:

"Unless otherwise provided by tariff, the shipper shall load into the car bulk grain carried at carload rates, and the consignee, owner, or his agent shall unload the car. Loading includes adequate securing of the load in the car and trimming or leveling. Unloading implies the removal of all the grain and includes sweeping the car."

As to the provision for trimming or leveling is it the duty of the supervising Weighing Department to see to it that such trimming or leveling is done in accordance with the 9009 decision?

Answer: It is not the duty of the supervising Weighing Department to see to it that such trimming or leveling is done.

Loading Capacity of Old Cars.

Cars are being too heavily loaded with grain both by terminal and country shippers. Cars that have seen much service, and cars that in times of plenty would not be pressed into the grain service, are being subjected to too much strain with the result that such cars, no matter how repaired, coopered and fixed up, leak grain in transit, which leakage would not occur were such cars not so heavily loaded.

Should not the rules governing minimum and maximum loading requirements be changed under existing conditions, at least insofar as old cars are concerned, for surely such old cars should not be expected to carry the same size loads as the newer and more modern cars?

Obviously, it matters not what the carrying capacity of the trucks may be if the box itself is of such age and condition that it will not resist the strain it is subjected to by reason of its physical condition. Hence, loading requirements for sound grain carrying boxes should not apply to such old equipment.

Answer: Referred to a committee.

Sectional Capacity of Scales.

What is meant by the sectional capacity of a scale?

Answer: The sectional capacity of a scale is the weight it will support on a given section without developing stresses on any of the parts in excess of the table of stresses adopted.

Not Strong Enough to Weigh Carloads.

Is a track scale of 30 ton sectional capacity of sufficient strength on which to weigh grain in car load lots?

Answer: No.

Capacity New Track Scales.

What should be the minimum sectional capacity of new track scales to be installed?

Answer: Minimum sectional capacity of new track scales to be installed should be 60 ton.

Need of House Over Scale.

I notice the Shipper's scale specifications in case No. 9009 call for a house over the scale. Why is this necessary in all cases?

Answer: To take care of weather conditions, and to shield from wind that might affect the weights.

Change in Weight of Box Car Effected by Weather.

Where a day or more lapses between the weighing of a loaded and empty car, and such car is subjected to weather conditions between the weighings, what might be the maximum amount such a car would be affected, over and short, by such weather conditions?

Answer: An experiment was recited, in which three different kinds of box cars were used, (1) a painted box car, (2) one with a tin roof, and (3) an old box car, sprinkling each car for two days, the result showed differences of about 130 pounds on the painted box car, about 540 pounds on the one with a tin roof, and about 1,500 pounds on the old box car; that the condition of the box car was one of the main factors; and that the particular kind of weather, and the length of time a car is subjected to such weather are also factors to be taken into account.

To Prevent Trapping Grain in Garner.

How can we safe-guard against the trapping of grain in the garner where it is impracticable to change the slope of the hoppers bottoms to meet the St. Louis regulation covering slope of garner and scale bottoms?

Answer: By the use of individual sounding lines provided for each and every valley in the garner hopper, supplemented by a door permitting easy access to garner for inspection.

Why Tolerate 1/4 lb. Error per 1000 Pounds.

The conference scale testing specifications allow for a toleration of error in scales which arbitrarily is set at 1/4 pound per one thousand pounds. How was this figure arrived at and why should there be any tolerance?

Answer: An experienced scale man does not expect a scale always to be 100% correct, but limits the permissible error by prescribing a tolerance. Such prescribed tolerance, of necessity, must be arbitrarily fixed, and, of course, is subject to change. One quarter of a pound per one thousand pounds is equivalent to 15 pounds on each 1000 bushels of wheat weighed, and is in excess or recess.

Duty to See that Partially Loaded Cars are Sealed.

Who should seal the car if part of the contents is removed and the balance is left to be unloaded at some later time? Also, where seals are broken after cars are set at the elevator for inspection by the unloaders. Who should reseal such cars provided they are not unloaded that day?

Answer: (1) and (2) It was decided the supervising Weighing Department should see to it that such cars are sealed in both cases.

Chairman Foss: Believing that the opinions of the men in the field would prove of service to others I sent a letter to the deputy weighmen and trackmen of the Chicago Board of Trade Weighing Dept. asking for suggestions or questions which they might wish submitted to the Conference. The following replies to the letter were read by H. W. Ewert:

Excerpts from Replies of Deputies to H. A. Foss' Letter About Conference Suggestions.

1. I have not seen any account of any by-laws in the published matter of the Weighmaster's Scalesmen's Conference. Can a member be in good standing without living up to the rules?

2. Good regulations are like good New Year's resolutions: If they are lived up to, they are a lot of benefit.

3. You ask about the needs of the service—If the Conference can, somehow, resurrect a lot of box cars with which to transport grain—long live the Conference. We want Box Cars.

4. As you know, I am a downstairs deputy. I believe you term men in my position "deputy trackmen," but the term "piker" is the one more generally applied by the men with whom I work. Anyway, "a rose by any other name would smell as sweet," but the work of a "piker" is highly important. We are the ones who check the signals, who enforce regulations such as the St. Louis resolution which calls for well swept cars; we are the ones who look for, and record, leakage evidence based on our own best judgment, about which so much was said at your Milwaukee Conference. We check the settings of cars to prevent, or at least detect, any accidental mixing of grain of one car with that of another car. And we have a multitude of other duties to perform, among them being the inspecting of outbound cars as provided for in our rules, and also covered in regulation No. 8 of the Milwaukee Weighmaster's Scalesmen's Conference entitled: "Is it incumbent upon terminal Weighmasters to inspect outbound cars as inbound cars." And I am glad you Chief

Weighmasters resolved in the affirmative. The idea that the man who buys grain from a market is not entitled to the same protection as the man who sells grain to such market is untenable.

5. I have read all the resolutions and regulations approved by the Milwaukee and St. Louis meetings of the Weighmaster's Scalesmen's Conference, and they are excellent. Some of them, perhaps, could be made stronger by the free use of the words "shall" and "must," but they will do just the same.

6. How is it, Mr. Chairman, that your organization failed to include regulations to govern the detailed activities of the deputies in the field. Doubtless such admonitions as, "don't gossip," and "aim to be at your work 15 minutes ahead of time," and the like, concern local rather than national conditions. Of course, the rule to "Can the booze" is a dead one now.

7. My recommendation to the Weighmaster's Scalesmen's Conference is that certain of the regulations, which have a direct relation to the daily duties of the men in the field, be singled out and placed in the hands of each deputy weighman and each deputy trackman. For example, take St. Louis resolution No. 6 about sweeping cars clean at the unloading sinks. I was told that one weighmaster argued against this resolution at the time of its introduction. I want to say that this regulation is one of the best of the whole lot. A "piker" that don't enforce this rule is in truth deserving of his name.

St. Louis resolution No. 7 about trapping grain in the scale is another good one. The importance of these, and similar regulations, should be emphasized to the employees of each and every department without delay.

8. Well, I surely hate to criticize the chiefs of all our weighing departments, but how about the enforcement of St. Louis regulation No. 15 which calls for passenger elevators or man lifts in all grain elevators. You boss weighers used rare judgment in adopting this regulation. It is the best one of the whole bunch. Have these man lifts been ordered yet? I've got warts on my feet climbing elevator stairs.

9. I think the enforcement of St. Louis regulation No. 14 relating to the testing of loading spouts running through bins is of the greatest importance, and I would tell the meeting of your Minneapolis Conference about it. I like all the regulations, but I would place especial emphasis on this one.

10. The Milwaukee resolutions cover a lot of important subjects. A large percentage of them, however, depict conditions and methods that do not come under the jurisdiction of us deputies at the elevators, such as car equipment changes, and proper methods of testing scales, and matters that must be handled by elevator designers and builders. So far as the latter are concerned, I would suggest the following instructions to Chief Weighmasters to insure the improvements outlined.

"RESOLVED, that it is the sense of this meeting that where a new elevator, or industry to handle grain to or from cars, is under construction at a terminal market, where a conference Weighmaster is in charge of the Weighing, it is the duty of such terminal weighmaster to bring to the attention of the building engineer, or parties for whom such plant is being constructed, the regulations approved by this conference which relate to such matters and equipment as, for example, the slope of receiving garner bottoms, scale registering beams, independent scale foundations, and other scale requirements, loading spouts, dust collecting devices, unloading hopper slides, turnheads, provisions for adequate light, and other similar rules; and that such notice shall be given to the builders in plenty of time to enable them to make such plants to conform with such regulations."

11. I don't see any boners in the regulations about which you ask. If my endorsement will do you fellows any good, put me down as voting "yes"—and if I am entitled to more than one vote, put all my extra votes on St. Louis regulation No. 15 calling for passenger elevators and man-lifts. I don't wish the elevator operators any bad luck, but I wish every one of them was made to walk upstairs to his office every day until he has complied with regulation No. 15.

12. If your Conference could reach Cotton Seed Cake Shippers, I would say to tell them that 3 out of every 5 cars I examine have no boards or grain doors in the doorways to protect the cake and the results are that a lot of them arrive in bad condition. The cakes, for some reason, arrive sideways and wedge the car door open, often from 12 to 14 inches on one corner of the car door, other corner held by hasp wedged full of cakes hanging out below the car door. This delays the unloading, and often results in damage to the car door in opening. Their failure to apply boards causes loss to themselves, to the consignee, and to the railroad.

In the general discussion which followed C. A. Briggs of the Bureau of Standards called attention to the practices of some of the scale companies of offering for sale scales inferior in grade to those described in the specifications contained in Docket 9009. He asserted that they are offering substitutes therefor; also, that they are making a charge for extra

parts on scales that are to conform to such specifications. After much discussion the following resolution was laid on the table for one year:

"RESOLVED, that the Weighmaster's Scalesmen's Conference, meeting in Minneapolis, Oct. 10, 1920, condemn practices of scale companies offering track or hopper scales for the weighing of grain, inferior to those, or not complete in all part, as provided for in specifications for these classes of scales referred to in ICC Docket 9009."

Question No. 2 from the question box was referred to a committee composed of Messrs. Schuyler, Stoddy and Schlunkert to handle as they may see fit, reporting back to the Conference.

A committee composed of Messrs. Schmitz, Ladd, Culver, Bradshaw and Quist was appointed to take up with the engineers and contractors building elevators to have them arrange when installing scales, for facilities to make possible the proper application of test weights, and any other requirements they believed should be provided for, and also to consider the resolution presented in No. 10 of Mr. Foss' excerpts from letters of men in the field.

It was decided to continue to hold the annual meetings of the Conference on the day previous to the Grain Dealer's National Ass'n and at the same place.

H. A. Foss was re-elected Chairman for another year and H. W. Ewert was re-elected Secretary of the Conference.

Adjourned *sine die*.

BECAUSE OF ITALY'S wheat shortage, regulations will probably be established providing definitely the amounts of wheat, rye and corn that will make up flour, according to Commercial Attache Alfred Dennis. During the current harvest year Italian cereal imports were as follows: Wheat, 2,052,684 tons; rye, 40,937 tons; and corn, 218,681 tons. In August the Italians purchased over 250,000 tons of cereals in the United States. In the coming year the Italian government expects to import 3,000,000 tons of grain and also expects to requisition 1,300,000 tons of domestic grain. The government then will sell the grain back to the people at about 31% of its cost. Efforts will be made to purchase some of the grain to be imported during the coming year from Russia, Yugoslavia and Roumania. Already some grain has been purchased in these countries but there has been practically no deliveries. The unfavorable rate of exchange between the United States and Italy is given as the reason for the purchase of grain in Europe.

Our Callers

J. H. Motz, Brice, O.
T. C. Cones, Enid, Okla.
Frank Ware, Butler, Ill.
E. O. Teegarden, Duvall, O.
W. M. Randels, Enid, Okla.
Lee G. Metcalf, Illinois, Ill.
G. M. Cassity, Tonkawa, Okla.
H. B. Dorsey, Fort Worth, Tex.
S. Tate Pease, Memphis, Tenn.
Dick O'Bannon, Claremore, Okla.
Sam M. Schleicher, Eagle Lake, Texas.
W. A. Werner, mgr. local office Sawers Grain Co., Morris, Ill.
J. W. McCord, Columbus, O., sec'y, Ohio Grain Dealers Ass'n.
James H. Bowne, representing Keusch Grain Co., New York, N. Y.
F. G. Matthews, representing D. A. Stickell & Sons, Hagerstown, Md.
Dr. J. W. T. Duvel, representing Hallet & Carey, Winnipeg, Man.
Emmett L. Betzer, of Chas. R. Matthews & Bro., New Orleans, La.
Paul Whitman, representing B. F. Schwartz & Co., New York, N. Y.
J. J. Fitzgerald, ass't sec'y, Grain Dealers Fire Insurance Co., Indianapolis, Ind.

Weighing Department Experiences.

[From an address by J. A. Schmitz, Asst. Weighmaster Chicago Board of Trade.]

In talking on the subject assigned me I am relating actual incidents pertaining to weighing department work.

1. A letter from an interior grain dealer was sent us for comment and from it I quote the following:

"Cars are sometimes set for us to load with enough grain in them to justify the belief that the unloaders whoever they were, or wherever located, did not do their full duty when unloading the grain therefrom, so far as properly sweeping out the cars was concerned."

Not knowing the unloading center involved, the best comment on this letter that we could make was to quote the Weighmaster's-Scalesmen's recommendatory regulation governing the cleaning out of cars, which regulation was adopted at our last meeting.

2. Some time ago a Weighing Department weighed a lot of grain on which a large difference in weight was reported. The size of the shortage, compared with the size of drafts weighed by the Weighing Department, suggested the possibility of an error. With this in mind, the Weighmaster had the lot of grain reweighed, which reweighing showed an overrun of about the amount of the shortage. On this evidence the weighmaster asked the elevator operator to make good the shortage. The elevator operator in complying said:

"Suppose a reweigh of any lot of grain should show an elevator shortage, instead of a carload shortage, would the Weighing Department be as energetic in securing restitution for the elevator as it was for the shipper?" The Weighmaster replied that if it were established that the shipper had enjoyed the benefit of an overrun approximating the shortage found, he certainly would use his best endeavor to see that the elevator was reimbursed.

3. Speaking of mysteries, a bulk-head car of wheat and barley was inspected at Chicago, the inspector and sampler both reporting the barley in the doorways, which necessitated unloading the barley first, and the car consequently was first switched to the malt house. At the malt house, to our surprise, the car was found to contain wheat in the doorway instead of barley. After much argument, the grain inspectors all of the while insisting that there was no wheat in the doorway, we unearthed the fact that after the grain had been inspected and sampled, an accident to the bulkhead had caused the railroad to change the division of the grain, by moving the bulk-head, which information explained the mystery.

4. Another inquirer asked: "Do you believe that the results produced by pounding a car with a heavy, hard rubber-headed mallet are different from those produced by the use of a heavy wooden or metal hammer?" We replied that, in our opinion, the results would be the same, excepting that any metal hammer would bruise and needlessly injure the car sheathings, thereby superinducing decay through exposure of bruised wood.

5. The following story was told by a Superintendent of a Canadian elevator:

"A cargo of wheat from a shipping lake port fell short at this Canadian elevator 240 bus. The captain of the boat wanted the grain reweighed, but the elevator's charges for such reweighing were one-fourth of a cent per bushel. Therefore, the Superintendent of the elevator told the captain that inasmuch as the cargo of wheat was all the grain in the elevator, and as it would have to be reweighed anyway when it was loaded out it would be economy to wait until the wheat was shipped out, in which case the Superintendent promised, in case the elevator overran about the amount of the shortage, to credit the captain's boat accordingly. When the grain was loaded out, an elevator overrun was found of approximately 240 bus. and the Superintendent wrote a letter to the captain advising him of the fact, as he had promised to do, but before he had mailed this letter the Superintendent received a telegram from the captain of the boat reading: "Shortage found here."

6. Estimated Weights. A man with an extensive experience in estimating the weight of grain by measurement was asked to estimate the weight of two car loads of corn that had been transported one hundred miles or more, and which had been "set" for "straight transfer" into two other cars having somewhat larger boxes. After the estimator had estimated the grain in the first two cars he was asked to estimate the weight of the same corn after it had been transferred into the larger cars. This second estimate, which was made

without the estimator knowing it was the same corn, showed several thousand pounds more corn than was shown by his original estimate.

7. Another story, somewhat old but true, about estimated weights, is worth repeating. A former member of our department asked a traveling hay man for the rule governing the estimating, by measurement, of hay in the stack. The man replied: "Do you want the rule for buying or selling?"

8. Recently we mixed two carloads of grain in unloading so that while the weight of each individual car was lost, we knew the combined weight of the grain in both cars. Upon receiving shippers weights we found that they totaled 15,000 pounds in excess of the amount the two cars delivered. Both cars were practically full of grain, and in good order; and railroad "in transit weights" corroborated our weight of the two cars. Upon submitting this and other evidence to the shippers of these cars, one of them withdrew his affidavit of loading weight.

9. Some time ago we were asked if, in order to facilitate the unloading of cars, it would be permissible to unload grain from two cars in opposite hoppers of the same leg at the same time. We replied by quoting our rule governing the matter, which rule is in entire agreement with our Conference's recommendatory regulations. Our questioner then asked us on what information our rule was based, and we replied on our own experience and observation, corroborated by the testimony of many elevator millwrights and elevator foremen and superintendents, but our inquirer went away unconvinced, insisting that the enforcement of such a rule would cut down the unloading capacity of his elevator. We, on the other hand, maintained that while increasing the unloading capacity of his elevator was an important factor, yet the accuracy of the weights on which purchases and sales of grain are to be based, is of far more importance, especially with grain 3 and 4 cents per pound.

10. In connection with an investigation we made some time ago we were called upon to test an outside wagon scale at a country point, the owner of which told us it had not been tested or repaired in eleven years.

11. This incident calls to mind a request we received to weigh a car of seed on a track scale that was being used daily by a railroad to weigh rough freight. Inquiry developed the fact that the scale, although in daily use, had been condemned by the railroad's own scale inspector the year before.

12. I will read from a letter received a few days ago:

"Supposing a car of wheat is transported without loss in transit, is inspected, is found O. K. with seals intact, you weigh it and weigh it correctly, the shipper, too, has correctly weighed it, and actually loaded the grain in the car, how could there have been loaded into it several thousand more pounds of grain than your department weighed out of it—and where would you say the mistake had been made in such a case?"

This is too big a problem for me.

A weighing department's functions have been extended until now the reading and recording of weights are only a part of the service it performs.

There is a moral weighmasters and scalesmen can take from the different experiences I have related. It is: "Take nothing for granted and don't be too sure you're right."

THE CROP PROTECTION Institute is the result of two conferences of a large number of scientists and manufacturers of fungicides and insecticides, arranged by the National Research Council, Washington, D. C., and it has been organized with the advice and assistance of the Council. The membership includes plant pathologists, economic entomologists, parasitologists, bacteriologists, chemists, and other interested scientific workers, as well as manufacturers and distributors of supplies and appliances used in the protection of plants and animals from disease and pests, and producers. The Board of Trustees is constituted of nine representatives of such important scientific bodies as the American Association of Economic Entomologists, the American Phytopathological Society, the Association of Official Agricultural Chemists, and four representatives of the manufacturing interests. Mr. Harrison E. Howe, of the National Research Council, is the temporary secretary of the Institute.

24th Annual Meeting G. D. N. A. at Minneapolis

The 24th annual meeting of the Grain Dealers National Ass'n was called to order shortly after 10 a. m., Oct. 11 by President P. E. Goodrich of Winchester, Ind., in the Palace Theater, Minneapolis, Minn. As the first session wore on the number in attendance increased to 225.

W. W. Cummings of Toledo played the accompaniment at the piano while those present sang "There are Smiles," and "There's a Long, Long Trail," and two verses of "America."

The Rev. Dr. John Tallmadge Bergen pronounced the invocation and led in the Lord's Prayer.

A welcome on behalf of Minneapolis was extended by Mayor J. E. Meyers, who said in part:

You are a middleman, condemned by the demagogue, who never perhaps worked himself for a living, has been always a parasite, condemned because you are supposed to be a parasite. If he is right, he judges because he, being a parasite, knows one when he sees him. Do you want to qualify? Are you qualifying, or are you not qualifying? I often think when a mass of our people get together in convention as we do here that we should try to work out the relationship between ourselves and the other parts of the group that make up our line.

The elimination of the middleman, in my mind, is a joke, although it is continually sung by the press, not all but many of them; for I realize that the higher civilization goes, the more we need of service by somebody, because I cannot go out and trade my produce or bring it to market, or have it put in shape, as the savage can his skin, or the primitive pioneer his game.

Yes, you are welcome to the city. You knew that before I said so. We hope you will come again. We hope you will carry away with you bright, clean ideas of what we are trying to do and to be up here in the Northwest, and realize we are just one of you.

B. F. Benson, the new pres. of the Chamber of Commerce, welcomed the dealers on behalf of the Chamber:

It has taken us 17 years to get all set for this great convention, and we are mighty pleased to welcome you. We have had some great problems up here in the great Northwest, some of the great problems that you have had, but we have come through them all. We have been investigated, the spotlight has been turned upon us; we have been X-rayed, but we are still functioning and making progress.

I am afraid a good many of our friends misunderstand us, but I am going to say to you that I know of no business, no enterprise in this great nation of ours that is more unselfish, that understands the problems of business and that meets them more squarely, energetically and sanely than the organized grain interests of our country.

We know you are going to have a good time, and we are especially glad you are with us at this time. We have some real problems in this great reconstruction period which we are facing, and we believe there never was a time in the history of our Government when good men and women like yourselves can do more toward the solution of these problems.

Yes, we are selfish, some of us, but while it is not becoming to draw comparisons, I am willing to risk the grain men of the country, to place them side by side with any men in the world in any vocation, and I believe you will find as little unselfishness and meanness among us as you will find anywhere.

On behalf of the Minneapolis Chamber of Commerce I extend to you a most sincere welcome. We are awfully glad that you came, and we hope you will come again soon.

N. J. Holmberg, Sec'y of Agriculture of Minnesota said in part:

Human nature is the same yesterday, today and tomorrow, but I have often thought that it seems just a little bit more today. Middlemen of every kind have been accused of every conceivable sin, and there are probably those who deserve all the condemnation that has been heaped upon them. But the many always have to suffer for the few. Because there are those who are unwilling to live up to the rules of the game is no reason why the trade as a whole should be condemned and classed as dishonest.

Commerce is an instrument of great power,

and commercial development is necessary to all human progress. But in these trying days our farmers must do more than produce, our factories must do more than turn out merchandise, our distributors must do more than distribute, and our wage earners must do more than collect their wages, or there is nothing but black despair ahead of us.

Again I extend to you a most hearty welcome to the State of Minnesota that we love so well.

The response on behalf of the grain trade was delivered by Ben E. Clement of Waco, Tex., in an able address, from which we take the following:

Response to Addresses of Welcome.

The assembled hosts of grain dealers have gathered here from the uttermost confines of our glorious country. Whether they come from the golden West or the monied East, the frigid North or the Sunny South they come panoplied with honorable careers, useful service, courageous characters and proven patriotic impulses. Whether they come from the thickly populated manufacturing or commercial centers of the East, the cotton states of the South, the Rocky Mountain regions or the Pacific Slope, whether they come from the barren wastes of the West, or the rich productive states of the Mississippi Valley, whether they represent large capital and big business or small capital and limited business they come here conscious of their usefulness to mankind, striving to increase it.

And again they realize that to make this National Organization typical of their individual and collective greatness they must give it enthusiastic support which can be best exemplified by their presence at the National Convention.

The grain dealer has never doubted his usefulness for every moment of his life is filled with demands upon his mental and financial resources in supplying the wants of man. He is one of the vital wheels in the cogs of commerce. He is a necessary and indissoluble agency in the unending scheme of production and distribution, misnamed the middleman and sometimes anathematized as such by those who have neither the wisdom to appreciate or the judgment to discern the indispensable service he renders.

No other commercial agency in this country has rendered the service, supplied the facilities, developed the resources or made as liquid and unflinching the instrumentalities of business as the grain dealer. His energy and resourcefulness, his enterprising spirit and constructive ability have placed at the command of the producers all over this country the necessary facilities for transmitting the grain products of the farm into the channels of trade.

And what has been said of the facilities made handy and always serviceable to the producer is in the same degree true concerning the consumer. For the grain dealer is a ubiquitous person. He is everywhere. You find him doing his useful service in all consuming sections with facilities commensurate with the needs of those he serves.

Grain Exchanges: And in between the organized instrumentalities effectively receiving and transmitting into the channels of trade the grain products of the farm and those engaged in the distribution of those products to the consuming sections of the east and south and west, yea even to the uttermost parts of the earth, there stands that other mighty and potential agency the great primary markets, your own beautiful city being one of the links in this mighty chain where are developed and supplied all the great storage facilities, financial resources, boards of trade and grain exchanges all organized and working smoothly and effectively to give the producers free and open and competitive markets in which to sell their surplus products. These primary markets afford facilities and resources to care for the heavy surplus movement at harvest time thus protecting the producer against abnormally low prices while heavy surplus movement is on, and the consumer from abnormally high prices when such movement is over.

Our great boards of trade are the marts where are crystalized and expressed in dollars and cents the worlds estimates of value based always upon the law of supply and demand.

'Tis true the markets sometimes fluctuate wildly and wildly, while at other the dull monotony of unvarying quotations chills the zeal of men. The one condition has always been the accompaniment of prosperity while the other has been significant of stagnation and depression.

There are those whose vision is so circum-

scribed, whose judgment is so faulty or whose experience so limited that they would strike a death blow at one or the other, or all of these instrumentalities of grain commerce.

A spirit of unrest is abroad in the land. Changes are being demanded by the uninformed, the selfish or designing. The professional organizer always alert for place and power, endeavors to show the producer that he is not getting enough for his products while at the same time endeavoring to convince the consumer that he is paying too much for them. Some tell you that the producer and consumer must be brought closer together, urging the producers to form cooperative societies, construct farmers' elevators and otherwise engage in the marketing of farm products. They can do that and do it successfully if they quit farming and go to grain merchandizing. When they do this the farmer will have traded one set of so-called middlemen for another, with the added liability of paying for the education and mistakes of the newly created agency, while sacrificing the constructive force of individual initiative and the aggressive impulse of self-interest which qualities are inherent only in those engaged in business for themselves.

The competitive system which evokes all the physical and mental faculties of man, cannot be surpassed. Competition in politics gives us the greatest government on earth. Competition in religion saves the souls of men. Competition in commerce has multiplied its activities and effectiveness beyond the dreams of men.

The new idea takes cognizance only of the mass which must be directed while competition leaves to the individual his own direction, wherein the propulsive force of self-interest gives impetus to his energies, initiative to his enterprise, and originality to his conceptions. Mass effort awaits orders, and is therefore sluggish and undetermined. Competitive effort moves swiftly to a definite purpose. While the one is awaiting orders the other has gained its objective. This fact was demonstrated as nothing else could do during the world war when the contending forces of American individualistic democracy met and conquered the organized mass of autocracy.

It is not a little surprising, in fact, almost incomprehensible that here in mighty America there should be propagandists both in class and in politics seeking to create the impression among the producing and consuming masses that there is need or necessity for a new order of things.

Nowhere on earth will you find individual initiative testing in the crucible of competition the means and methods of serving mankind as in America. Nowhere will you find the progress that has been made here. Competition is the concomitant of freedom. If you restrict the one you destroy the other. You cannot adopt restrictive measures without organizing the trust which is unlawful, or applying the restraining power of legislative enactment. The one would be as unjust as the other would be disastrous.

There are two distinct and separate forces at work to-day seeking either to cripple or destroy the competitive individualism which has wrought the mighty wonders and works of progress and development achieved in this country since its discovery. The first and most insidious is the class effort. The second, political demagoguery. The first would supplant the present competitive system with socialistic or communistic agencies while the second would supplement the competitive system with governmental paternalism wherein the political agency would vie with the commercial, for a time, in an effort to show the advantage to the producer and consumer of the state engaging in distribution.

This effort will prove successful only if the politicians can make the people forget the dollar they take from their pockets thru taxation while showing them the dime they are putting into them by the saving in price.

A distributing agency such as the government would undertake, seeking to collect from the producer his products and distribute them to the consumer without liability to the one or responsibility to the other could make a wonderful showing in returns to the producer and cost to consumer provided it did not account for the loss it would cause the producer and the inconvenience to consumer by the inefficiency of governmental administrative agency, or account for heavy increased taxation charged and collected from all the people in support of such work.

If there are any among you who think I am conjuring up dangers which are more imaginary than real I invite your attention to the socialis-

tic practices already in vogue in North Dakota and in my own State of Texas, where the market bureau of the Agricultural Department is already functioning as a distributing agency, doing a needless and unnecessary work of duplication.

There was introduced at the last session of Congress a bill seeking to appropriate an hundred million dollars to be used by the market bureau of the National Department of Agriculture in promoting a governmental distributing agency. These are the tendencies of the times. They are of serious concern to us not alone because they threaten to imperil the co-ordinated branches of the grain business but because they threaten the destruction of the basic principles of America. They strike not alone at our fortunes but at our affections, for while our business interests are important our love for our country is more impelling.

Conscious of our own efficiency, knowing the power and effectiveness of the competitive system of open and free markets, the development of which has been coeval with the progress of our country, we would stay the hand of class radicalism and the pandering purpose of political expediency.

We are gathered here to counsel with one another relative to the great issues affecting our interests as well as to give consideration to those practical and routine matters important only to our division of commercial service.

We are glad to come to this great state whose wondrous beauties inspired the poetical genius of America's sweetest poet.

We are glad to come to the state whose ten thousand lakes guarantee she will never be dry.

We are proud and happy to be the guests of this beautiful city whose founders exhibited such profound wisdom, such wonderful vision as that their successors have been inspired to lofty civic pride and stupendous commercial achievement.

On behalf of all here assembled from remote and distant sections I am charged with the duty, as I am delighted with the privilege, of expressing our grateful appreciation of the cordial and generous hospitality the grain dealers and millers and all classes of your citizens have been and are according us.

Vice Pres. H. I. Baldwin of Decatur, Ill., took the chair while Pres. Goodrich read his annual address.

President's Address.

There has been handled by this office no grave problems, such as confronted us during the World War, or as were handled during the first year of this administration.

We are proud of the fact that we have not in the past, and we trust and believe our organization will not in the future, follow others in appealing to Congress for legislative relief from every ill, real or imaginary, that confronts the grain trade. We have gone law crazy and attempted to regulate everything and everybody by law. What our country now needs is not more law, or more regulation but more work, old fashioned work, real work, that can be exchanged for an honest day's pay. We are all without exception capable of better work than we have been doing. This is true everywhere in the office, the shop, the factory, the mines and on the farms.

The flaunting of wealth, however acquired, in the face of the general public and the senseless extravagance of business or professional men or of our great industrial classes has a demoralizing effect on the people as a whole. Thrift will tend to change all this.

We have been a member of the Grain Dealers National since its organization, twenty-three years ago, and we can vouch for its lofty aspirations. Never has it directly or indirectly attempted to fix prices or in any way restrict trade. It has never been under suspicion by the Department of Justice.

Our purpose has been the betterment of the grain trade, to eradicate abuses, to arbitrate differences between its members and to inculcate in the grain trade as a whole right business principles, discipline its members, work for their interest in protecting them and foster our business in any legitimate way within our Ass'n's power.

That we have been fairly successful is evidenced by the steady growth in membership and the great influence we exert now, not only in the grain and allied industries but in what we have for the past several years exercised in Washington. Our Ass'n has achieved this enviable position because we have always asked only for a square deal and no special privilege.

The Grain Dealers' National Ass'n has prospered in the last two years. I would be vain indeed if I took any credit unto myself for this splendid growth. It has come about because ever since this association was first organized it has been doing things for the grain dealers whether they were members of the Association or not.

After the election, and especially after the new President is inaugurated and the new Congress convenes, we are sure this organization will have something to do that will demonstrate anew its value to the grain trade and to the general business of the country.

In all probability a great number of new faces will be seen in the legislative halls at Washington, all of them fresh from the people and all anxious to make a record. It cannot be hoped that they will be of any higher standing than the members of the last few Congresses or that they will be blessed with any greater business ability. The primary by which our candidates for senators and representatives is now selected does not tend to choose men of the greatest ability. Men of the caliber that would be most useful in Washington are not willing to go into the scramble for nominations, which is now necessary to secure preferences to these positions, so that more and more Washington will be denuded of great men.

God speed the day when our people will again do things in the good American way and cease to experiment with fads proposed by socialistic Europe.

In the coming Congress we may expect an avalanche of bills, and no doubt a number of them will be directed to the restrictive control or perhaps the elimination of the grain exchanges, or at least prohibiting future trading in grain. The grain exchanges, like the packing industry, furnish plenty of sport for the barn storming politicians. As for this industry, there is no closed season and they can keep eternally at it.

So we may look forward to a very active time for this association during the coming year. I am very sure we will be ready to meet the issue and will again acquit ourselves with credit, and prove how necessary to every branch of the grain trade is a strong, sane national organization.

During the last year we have added to our equipment in Toledo and have additional help in Washington, so that we are in daily connection by wire with our representatives in the national capital and are advised of all important rulings by departments, decisions by courts or anything of interest to the grain trade. This information is communicated to the affiliated Ass'ns by wire as well as to a number of exchanges which have arranged for this special service.

Arbitration.—The work of our four Arbitration Com'ites has been most burdensome. It was thought when the Board of Directors authorized the Fourth Com'ite that it would so divide the work that it would lessen the burden on each. But our Ass'n has grown so fast that the work of arbitration has grown really faster than our membership.

Many of these cases should never reach the Ass'n but should be settled between the members themselves by each conceding part and thus compromising their difference. This is especially true of disputes where but a few dollars are involved and great stress is often placed on the principle at stake. It is proper and right to stand for a principle, but we sometimes think it might be, in some cases which we have reviewed, a case of stubbornness rather than of principle. We must remember that it is difficult to induce the capable men we have on these com'ites to serve. It means an immense amount of hard work and a great sacrifice of time that one might be putting into his own business rather than studying these cases and preparing opinions.

If each one of us, before filing a complaint, would exhaust every honorable means to accomplish a settlement, not so many disputes would reach the Sec'y's office. If each one would take into consideration the amount of service he is exacting of our brother members on these com'ites and think how we would feel to have to study a case involving a few paltry dollars, he would be more apt to forget the principle involved and remember only the hardship he had imposed on our Arbitration Com'ite and would adjust the question at issue as best he could.

Grain Producers Organized.—The grain trade as now constituted may be facing a crisis that will change it entirely from individually owned elevators or line houses to farmer-owned elevators. The grain producers of the country, aside from the labor class, are better organized just now than any other class of voters in the country.

We have seen in this country two eras of organization, in a large measure controlling state and national legislation. First, we had from 1870 to 1900 an era in which the so-called business class of the country, led by the railroad interests, were in control and largely shaped the legislation, so that in most states as well as in national affairs no laws could be passed that were opposed by the large business interests.

Labor became closely organized and through representatives in the capitals of the great industrial states began the restrictive legislation controlling railroads and industrial plants.

The one proof that this body of men, comprising only about 7 per cent of the voters of our country, were able to dictate even to the President of the Nation, was supplied when they demanded and secured the passage of the Adamson law, the most dangerous piece of class legislation ever passed through the National Congress. But as dangerous as the law itself was the manner in which it was passed. They demanded its passage or the tie up for an indefinite period of our transportation lines, which meant calamity to the Nation. With a National

election drawing near they were able to force their unjust demands.

Things have progressed rapidly in the last few years, and the public is so little taken into consideration that no quarter has been shown the great body of American citizens, the great consuming class, that is unorganized and employs no lobby in Washington or elsewhere. The policy of organized labor is to disregard the rights of others and the welfare of the country. It is rule or ruin with them.

At last it appears that the worm has turned and the people are beginning to take a hand. The political opportunists have concluded that perhaps the people as a whole have some rights that organized labor must respect and that they do not hold their offices wholly to legislate at the behest of organized classes alone.

Organized Farmers Seeking Class Legislation.

—There is a new danger that is now approaching and that is the organized farmers of the country. They have a decided advantage over the other class I have just mentioned. They are nearer 100 per cent American than any other body of people in our land, loyal in war, loyal in time of peace, and in fact the bulwark of the Nation. But they have been made to believe by the Townleys and others that they are the most abused of any other class in the country. They are told that they have been preyed upon by all who have bought and forwarded to market the things they produce; that the fruits of their labor have been taken from them without anything like a fair return for the energy expended in their production; and that they have been just as unfairly treated by those selling them the things they must have to upbuild their farms and supply things necessary to insure the comfort of their families.

It is only when thru the organizations that they are building up, seeking to eliminate competition through class legislation, that we can object. It is here that the danger lies. Designing politicians will see an opportunity to ride into power by pandering to this organized farmer vote.

We have but to read the platforms of the two great political parties and listen to the presidential candidates to see that the work has begun and that propaganda is doing its work. The next movement in this country will be an agrarian movement. They are demanding the right by law for collective marketing, not only the right to sell collectively the things they produce, but the right to combine, to hold their products until they have forced the price as high as they desire. Their aim is to compel the consumers of the country to pay an unfair price for the things all so badly needed. They have asked and will insist that all laws or parts of laws that interfere with this unjust demand be repealed.

We have but to listen to the candidates for office, discussing the issues of this campaign, to realize that the propaganda has borne fruit. We may look for a formidable lobby in Washington demanding these things and our rural population is still nearly 50 per cent of the



Pres. Elect Ben. E. Clement, Waco, Tex.

whole. It is well known that farmers are always much more active in politics than the business men of the country; and it will be remarkable if they do not wield a much greater power than any other organization that has heretofore attempted to influence the legislative branch of our Government.

These things have been going on for years, and we may expect it to grow. If our business is to prosper, we must fight it with all the power within us. The people, as a whole, have been deceived by agitators and the public press. Prices have been high and the middlemen have been accused of being the sole cause of the increase in the cost of living. The packing industry has taken pains by newspaper advertisement, pamphlets and public addresses to inform the public as to the small portion of the cost of meat products, that is added by their handling of the live stock of the country so that the man of ordinary intelligence is satisfied that he pays little to sustain the great packing industry.

Place Grain Business in Favorable Light.—Just so we must put our business in a more favorable light before the public. The daily press is woefully ignorant of the real facts in regard to the cost of handling the grain crops grown in this country, whether by the country grain men or the great terminal operators. It might be of interest to some of these champions of the down trodden farmers to know that the cost of handling grain by the country grain merchant, the terminal market buyer, including all weighing fees, interest on money, inspection and all charges, except freight, has never exceeded 10 per cent of the price paid the producer. When grain was very cheap, the cost was not more than 5 per cent. Since grain has been high in price, one of the largest line house operators in the country stated to me that its average gross margin, and this included all terminal charges except freight, from 1910 to 1917 was less than 5 per cent.

Another large line house is the authority for this statement, that they are now handling wheat and oats on a margin of less than 4 per cent. We challenge the world to show where farm products are handled as cheaply to the producers as in this country.

We must be ready to meet this propaganda. It is the Grain Dealers' National Ass'n that must take the lead. Our splendid trade papers should and will urge the members of the grain trade to get ready for the fight, and when the time comes oppose all class legislation now as they have always done. It will take wise guidance and courage to protect the interests of the handling and consuming class. But we have the wisdom and the courage to do it and we must do it. "It is not enough to know, we must will; not enough to will, we must do."

If our farmer friends desire to enter the country grain business, all well and good. If they wish to operate terminal elevators and mills, it is their right to do so, and we will welcome them in the trade. But they must come in on the same terms that others have entered it. They are entitled to a fair chance and no legislative favors and must have none that the poorest or most humble grain handler is not accorded. It is un-American, unfair and dangerous to perpetuity of the country to pass any laws granting them privileges for hoarding their products so necessary to the peace and prosperity of the country, and especially so when if others do this same thing it is made unlawful.

We say, that if our grain growers think they can handle their grain in a more economical manner and at a net cost lower than is now being paid to handle these crops by the country grain dealers to the terminal markets or manufacturing plants, whether flouring mills, or other food manufacturers, then, we say, "Go to it." We will be glad to be shown how it can be done at a lower cost. Just so will our great terminal market handlers or manufacturers welcome this kind of competition.

But when they ask to be favored by legislation permitting them to combine and raise prices to the consumers, and others handling these same products are denied this right, then emphatically we say, "NO." It should be our purpose to fight this unfair proposition to the utmost, and prevent any special legislation of this character.

Federal Trade Commission of No Real Service.—We should insist upon the repeal of the law creating the Federal Trade Commission. There is not a business man present who does not believe it is an expensive bureau that performs no real service. In the United States Senate on Oct. 20 last, a senator charged that it was performing no real service and that its only excuse for existence was to make berths for broken down politicians. He stated it was loaded down with officers drawing immense sums from the National treasury and that among these numerous employees were hundreds of socialists who were continually spreading a propaganda of discontent. Many of them were disloyal during the war. He gave the names of numbers of those who while drawing Federal pay were disloyal during the war, were circulating seditious literature, marching in socialistic parades and actually carrying the red flag of anarchy. No one has, in the Senate or elsewhere, questioned the charges made though the senator challenged anyone to disprove his statement.

Stabilize Grade Rules.—We should urge that the Agricultural Department at Washington permit no change in the rules for grading grain for at least three years. When any change is made in any particular rule, it must not again be changed sooner than after three years' use.

The effort to secure a change in the rules for grading wheat by the political inspection department of North Dakota and others so as to admit of more moisture in wheat as well as a larger mixture of foreign seeds was vigorously opposed by this organization as well as practically all the organized grain trade, millers and bakers.

We should endorse the action of Secretary Meredith in calling the hearing of April 3 in Chicago and commend him for the able and fair manner in which he conducted its deliberations. It was evident to all those present that his one desire was to gather all the information possible and then decide the controversy strictly on its merits.

Credit Bureau.—We can and should establish as a part of our work, a bureau to report to the membership by letter any and all dealers who do not live up to their contracts or pay their balances promptly. This organization is large enough to support it and should have the courage to put it through. Our membership is entitled to this information and we should give it to them.

I recommend the creation of a new committee to be known as a Policy Committee, a small committee that could be gotten together quickly and cheaply to decide matters of policy. It could meet often and be of much help to the president.

Open Trading. Some alarmists predicted a collapse in the trade and feared that open trading would have to be abandoned within a few weeks after the new crop began to move. But not so. Trading was resumed with a free and open market and no evil results have followed. Supply and demand have fixed a price from day to day, that has reflected world conditions back to the farmers in a fair and reasonable way. This price is not fixed arbitrarily but by buying and selling of grain where keen competition and sane business methods rule. We are firmly of the opinion that this is right and proper, and we are glad to report that our organization had no small part in perfecting the arrangement for again opening the markets.

Tippling for Cars.—One of the most reprehensible practices in the grain trade, and not confined to it alone, is the practice of paying switching crews a bonus for freight cars. We find that this is done by manufacturing plants as well as by handlers of grain. Railroad officials complain that this practice has grown to such an extent that there is no such thing as discipline left, and that as long as a shipper needing cars continues to bribe the train crews they are powerless to stop it. The practice is not only unfair to our competitors, but it is adding compensation to men already highly paid. It is not only morally wrong but a violation of the law and should be stopped.

We should here resolve to cease doing this wrong thing and urge others to discontinue this form of bribery and law breaking.

Finally, I wish to thank you for your kindness to me during this administration. Your charity has been abundant, your praise of my feeble efforts to serve you has been most extravagant, and at the close of this convention I shall lay down the duties of this office reluctantly, as I will miss the meeting of many of you during the coming year. I have abundant faith in the future of this organization. It has not reached the noon-day of its glory or usefulness. It will go on and on increasing in membership and influence until practically all the handlers of grain will become direct members of this organization or be affiliated with it.

J. W. Sale, Bluffton, Ind.: I move that a committee of five be appointed to take up the recommendations of the pres. and report to the meeting.

Chas. D. Jones, Nashville, Tenn.: I suggest that this committee report to the resolutions committee.

H. B. Dorsey, Ft. Worth, Tex.: There is no need to burden the resolutions committee with this special proposition.

Mr. Sale's motion was adopted.

Sec'y Charles Quinn read his report, from which the following is taken:

Secretary's Report.

Legislation.—The records of the Ass'n show that 71 bills and resolutions affecting the grain trade were introduced in the house and senate of the United States since the last annual convention.

One of them relates to the regulations of the Internal Revenue Department under which grain is exported. These regulations, known as treasury department rulings, have given the trade much annoyance. They are so involved that those who ship grain for export are compelled to pay the war tax because the department has ruled that the movement is a domestic one when it "comes to rest" at the export elevator. In order to escape the tax

the shipper must prove that the grain was actually exported and in order to do this he is required to secure so much evidence from the exporter in this country and the importer in Europe that he has paid the tax rather than be subject to so much red tape. One of the miscellaneous bills was designed to simplify these requirements for the shipper. The bill was on the calendar of the house when congress adjourned. An effort will be made to have it enacted into law early in the next session. There is need for this legislation because the government cannot constitutionally collect this tax.

Side Tracks and Ground Rentals.—The Grain Dealers National Ass'n will push its case before the commission in the matter of the maintenance and installation of side tracks and ground rentals. An effort was made to consolidate both cases before the commission and have them heard at the same time. The approaching joint conference on the subject of the liability to be assumed by lessees has, however, kept the two cases separated.

Your sec'y wishes at this time to draw your attention to the fact that the labors of the chairman of the transportation committee have become too heavy for any one man to be expected to bear without receiving some compensation from the members. Mr. Goemann has been doing almost as much work during the last year as any paid transportation expert in the country but he has received nothing for it except his traveling and hotel expenses. There are repeated calls upon his time and he has been asked to leave his family and make many trips to Washington, Chicago and elsewhere remaining away days at a time, and all for the mere love of the Ass'n. He has done as much for the Ass'n as any man living, but there is a limit even to his unselfish devotion to duty. Something ought to be done at this meeting to show that the members appreciate his earnest labors. For the last two years he has not been actively engaged in the grain business and he has devoted nearly his entire time to the Ass'n without one cent of reward. He is now back in the business for himself and he cannot be expected to respond to every call that is made upon him.

Arbitration.—The following is a detailed statement of the work of the four arbitration committees and the arbitration appeals committee in the last year:

Number of cases at the beginning of the convention year	44
Number of new cases filed during the year	134
Total	178
Number of arbitration decisions during the year	57
Cases withdrawn	13
Cases settled direct	20
Cases dismissed	9
Expulsions for refusing to arbitrate or for refusing to pay arbitration awards	6
Cases pending	73
Total	178
Appeal cases pending at beginning of convention year	11
Cases appealed during the year	22
Total	33
Appeal cases disposed of during the year	16
Appeal cases withdrawn	6
Appeal cases pending	11
Total	33

The arbitration work of the Ass'n has vastly increased in the last few years. This increase has been in proportion to the growth of the Ass'n. We now have four arbitration committees, but a fifth one is needed. In the annual report of your sec'y last year it was recommended that a fourth committee be created. This committee has done splendid work, but it must be remembered that the Ass'n secured more than 600 new members since the St. Louis convention. The net increase was 402. Experience has shown that the Ass'n needs an arbitration committee for every four hundred members.

The "regional" plan, adopted in arbitration work, has been a marked success. Cases between western members are sent to committee No. 1 that meets in Omaha. Disputes between members in the central west go to committee No. 2, which holds its conferences in Chicago. Controversies between eastern members are sent to committee No. 3 that meets in Philadelphia. New York or Baltimore and cases between southern members are sent to committee No. 4 that meets at Memphis. It might be advisable to have committee No. 5, the proposed new committee, meet in Kansas City, Oklahoma City or Fort Worth.

Your sec'y regrets to report that it was necessary to expel six members of the Ass'n in the last twelve months either for their refusal to arbitrate or to abide by decisions of the arbitration committees. These six members are: The Ewell Milling & Grain Co., Dyersburg, Tenn.; the Bingham Mills, Talladega, Ala.; H. D. Raddatz & Co., Toledo, Ohio; the Kansas City Brokerage Co., Kansas City, Mo.; the H. J. Venus Grain Co., Muskogee, Okla., and the St. John Grain Co., Worthington, Minn.

Last year the Ass'n found it necessary to expel four members and in 1916 there were five expulsions. The six expulsions this year are, therefore, not excessive when the great growth of the Ass'n is taken into account.

There were 134 cases started during the last year as against 87 for the previous year. This is an increase of 47 cases which is out of proportion with the growth of the Ass'n. There are too many arbitration disputes between members at the present time. The trouble seems to be that litigants do not make an earnest and sustained effort to reach an agreement before handling their controversy over to the Ass'n for adjustment. Again, some members use arbitration as "club" to compel others to settle disputes. They start a case and finding that the defendant will meet them in arbitration, they neglect to push their dispute making it necessary for the sec'y to dismiss the case or compel them to withdraw it. Twenty-two such cases were withdrawn or dismissed last year. Few if any of these cases were started in good faith. The remedy for this is in the hands of the members themselves. Your sec'y during the last year also succeeded in securing direct settlements in 20 cases, thus relieving the arbitration com'tes of that many disputes.

Before dismissing the subject of arbitration your sec'y would suggest that section 7 of Article IV of the arbitration rules be amended so as to eliminate the necessity of the loser in an arbitration appeal being required to pay interest on an award from the date of the award by the arbitration com'te until the date of final settlement by the appeals com'te.

Book of Arbitration Decisions.—Several months ago your sec'y sent a letter to each direct member informing him that the Association had decided to publish in book form all the arbitration decisions that have been given by the various com'tes, completely indexed and a syllabus of each decision. The book was to be bound in a durable cloth and cardboard binding, and would contain about 400 pages. Each member was asked if he would be willing to pay \$5 for such a book. Five hundred and ten members replied that they would be glad to secure this book at the price stated. Your sec'y then began work on the publication and ordered 1,000 copies from the printer. It is the intention to keep about 500 copies in stock for sale in the future to new members so that the book will not need to be reprinted for years. The book has been completely printed. The syllabi have all been written and the indexing has been done. It is expected that the book will be ready for distribution soon.

Liability of Wire Companies.—When the Interstate Commerce Commission initiated its case to determine the reasonableness of the present liability of the wire companies the National Industrial Traffic League became interested in the case and at the summer meeting of the League in Philadelphia the matter came up for discussion. Mr. Goemann represented the National Ass'n at this meeting. He was, along with your sec'y, appointed a member of a com'te to attend the formal hearing before the examiner in New York on July 26.

The commission in its tentative report has recommended that the liability of the wire companies be placed at \$500 for unreported messages and \$5,000 for repeated messages. There is no extra charge upon the public for the \$500 liability and for the \$5,000 liability the rate is the regular repeated message rate. For liability in excess of \$5,000 the sender must pay the repeated message rate plus one-tenth of one per cent of the value he places upon the message.

Your secretary is happy to announce that the year just closed has, from a membership standpoint, been by far the most successful one in the history of this Association.

During the year 603 new members were brought into the fold. There were lost during the year 201 members from various causes, leaving a net gain of 402.

The total number of direct and associate members now enrolled is 1,978. This time last year the number was 1,577. There are 2,744 members affiliated with the National Association, making a total membership of 4,723.

It might be well to state here that the number of members belonging to the eleven state ass'ns affiliated with the National is far in excess of 2,744.

In the booster campaign of 1919-20 one of the members made a record that is likely to stand for some years. He is D. M. Cash, of the Urmston Grain Co., Indianapolis. Mr. Cash secured 140 new members in the last twelve months. This completely eclipses all past booster records. The record Mr. Cash started out to beat was 46, made last year by Alex W. Kay, of the Hales & Hunter Co., Chicago. As will be seen Mr. Cash secured more than three times as many members since the St. Louis convention as were ever before brought into the Association in any one year by a single member.

The record of 603 made by all the boosters this year is 242 more than ever were secured in any one year before. The former record was 361 made in 1918-19.

In order to impress upon the members the wonderful work of the boosters since the last

annual meeting it might be stated that they secured more direct members in 1919-20 than belonged to the Association altogether in 1912.

Such marvelous growth can only be accounted for on the ground the trade has at last come to appreciate just what the Ass'n means to the grain dealers of the United States. It is now so firmly established from coast to coast and from Minnesota to the Gulf that to one of the first things a new concern does after its organization is to apply for a membership. The older companies too see the advantage of belonging and it is now not nearly so hard to secure their application as it was a few years ago.

MEMBERSHIP.

The following is a complete statement of the direct, associate and affiliated membership of the Ass'n on Oct. 9:

Direct and associate:	
Direct and associate members reported at the last convention....	1,577
Direct and associate members secured since the last convention....	603
Total	2,180
Direct and associate members lost during year	201
Direct and associate members on Oct. 9, 1920	1,979
Direct and associate members in good standing on Oct. 9, 1920....	1,932
Number of delinquents	47
Total	1,979
Net increase in direct and associate members during the year, 402.	

Direct members:	
Direct members reported at least convention	1,530
Direct members secured since last convention	568
Total	2,098
Direct members lost during the year	197
Direct members on Oct. 9, 1920	1,901

The losses of direct members were from the following causes:	
Resignations	80
Dropped for non-payment dues ..	8
Gone out of business.....	100
Expelled	6
Rejected	3
Total	197
Direct members in good standing on October 9, 1920	1,856
Number of delinquents	45
Total	1,901
Net increase in direct members during the year, 371.	

Associate members:	
Associate members reported at last convention	47
Associate members secured since the last convention	35
Total	82
Associate members lost during the year	4
Associate members on Oct. 9, 1920	78
Associate members in good standing on October 9, 1920	76
Number of delinquents	2
Total	78
Net increase in associate members during the year, 31.	

Affiliated members:	
Affiliated members on Oct. 9, 1920..	2,744
Affiliated members reported at last convention	2,730
Increase	14
Total	2,744
Net increase in affiliated members during the year, 14.	

The affiliated membership is divided among the eleven state affiliated ass'ns as follows:

Illinois Grain Dealers Ass'n	314
Indiana Grain Dealers Ass'n	286
Western Grain Dealers Ass'n	476
Kansas Grain Dealers Ass'n	508
Missouri Grain Dealers Ass'n	281
Ohio Grain Dealers Ass'n	202
Oklahoma Grain Dealers Ass'n	162
Texas Grain Dealers Ass'n	292
Michigan Hay & Grain Ass'n	71
Pacific Northwest Grain Dealers Ass'n....	32
Northwestern Grain Dealers Ass'n	120
Total	2,744
Total number of direct, associate and affiliated members on October 9, 1920....	4,723
Total number of direct, associate and affiliated members reported at the last convention	4,307
Increase	416

Since the last annual meeting practically all the California grain men have joined the Ass'n. Your secretary made two trips to the Pacific coast—one in 1918 when he secured the applications of practically all the larger dealers in Ore-

gon and Washington, and the other last fall following the St. Louis convention when he visited Los Angeles and San Francisco and induced virtually all the dealers in these two cities to come into the fold.

Prizes are to be given to the following: D. M. Cash, first; Alex W. Kay, second; E. F. Huber, of Minneapolis, third; H. E. Botsford, of Detroit, fourth. In addition to these prizes are to be awarded to James E. Connor, of St. Louis, Mo., and Miss Helen Knight, of Indianapolis.

The first four named were leading the procession when the regular booster campaign closed on Feb. 24. Mr. Connor is given a prize because of his earnest and sustained effort. Miss Knight is Mr. Cash's stenographer. She worked early and late in an effort to have him reach the 140 mark, and a prize is to be given her for her splendid effort. No small part of Mr. Cash's success was due to her assistance.

FINANCIAL STATEMENT.

The finances of the Ass'n are in splendid condition. Our surplus now amounts to \$21,832.79. The complete statement follows: Covering the period from October 16, 1919, to October 9, 1920.

Receipts.		
Cash on hand last report....	\$19,275.67	
Direct dues	18,777.50	
Direct membership	8,221.50	
Associate dues	551.00	
Associate memberships	565.50	
Regular subscriptions to Who is Who	991.50	
Affiliated subscriptions to Who is Who	1,393.50	
Who is Who advertising ..	20,971.25	
Sundries	7.85	
Arbitration deposit fees ..	6,345.00	
Affiliated dues	1,393.50	
Investments	407.25	
Total receipts		\$78,901.02
Expenditures.		
Salary account	\$12,918.65	
Office supplies	2,236.67	
Express and telegrams	429.78	
General printing	449.10	
Who is Who in the Grain Trade	24,926.72	
Office rent	732.00	
Telephone rent and tolls ..	179.35	
Refund arbitration fees ..	2,535.00	
Legislative expense	\$1,746.97	
Transportation expense	1,548.25	
Advisory committee expense	1,608.11	
Officers' traveling expense ..	1,100.61	
Sec'y's traveling expense ..	1,608.49	
Postage	975.00	
Sundries	333.21	
Convention expense	2,338.63	
Arbitration expense	1,356.69	
Returned application fees ..	45.00	
Total expenditures		\$57,068.23
In Bank:		
Commercial account	\$11,580.79	
United States Liberty Bonds	10,000.00	
Petty cash account	327.00	
Outstanding checks	75.00	
		\$21,832.79
		\$78,901.02

L. W. Forbell, New York, N. Y.: I move that the recommendations in the sec'y's report be submitted to a com'te of 5 to report later to this convention. *Carried.*



1st Vice-Pres. F. E. Watkins. Cleveland, O.

Pres. Goodrich: I appoint Forbell, Gerstenberg, Wayne, Armstrong and O'Bannon.

Nominating com'te, E. C. Eikenberry, A. E. Reynolds, Lee G. Metcalf, Chas. D. Jones, F. A. Cole, Leroy D. Godfrey and Geo. A. Wells.

Resolutions com'te: L. F. Gates, F. B. Wells, Grammer, Cook, Reimann, Washer, Davis, Culp, Randels, Carpenter, Watkins, Wayne, Connally, Armstrong and England.

Auditing com'te: Chas. B. Riley, D. L. Boyer and H. B. Dorsey.

Vice Pres. Baldwin: The com'te on president's report will be J. W. Sale, H. N. Sager, W. T. Hale, B. E. Clement and Geo. P. Bissell. Adjourned to 2:30 p. m.

Monday Afternoon Session.

Pres. Goodrich: The first address this afternoon will be given by a gentleman from Boston, an electrical engineer by trade, Peter W. Collins, who will speak to us on "The Truth About Socialism." From his able address we take the following:

The Truth About Socialism.

Bolshevism is not only not an answer to the question, What is wrong with the world, but it is the greatest menace in the history of civilization. It is the biggest gold brick ever offered to an unsuspecting world by as tricky a set of rascals as have ever existed since the world began.

You have seen the soap box orator work. First he shows he is a consistent socialist, because he wants something for nothing. Did you ever see one who didn't? To prove it, he goes to the corner grocery store and gets a box for nothing, he takes it to the street corner, gathers the workmen around him, and says to them, "You slaves"—every workman, according to socialism is a slave. If you listen long enough you can almost hear the chains. "Do you see that building over there, or that mill standing over there, or that railroad over there. You built that by your labor, you workers built it, but you don't own it. No, this group of capitalists, these bloated bankers, these financiers, this employer who rolls along in his automobile wearing diamonds on his fingers, he owns it, but you built it. Why don't you take it away from him?"

What do you say about that to stir up bitterness and anger and illegitimate discontent in the man who doesn't hear the other side of the story? And just as the dropping of the water will wear away the toughest stone, no matter how tough it may be, that constant dropping of the poison of bitterness will make that man at the soap box an enemy of his employer. What is the other side of the story? Labor built the building, of course, but labor would not have been on the job unless it was paid for being there to build the building, and don't get the impression that labor wants to get its cake and eat its cake. Labor is not a thieving brute. It is simply the socialist activities that would make them thieves at heart, would abolish morality, so that they may use them to tear down the present order and bring about the chaos and degradation and viciousness that exists in the first socialist republic of the world, Russia.

I have met in debate every socialist leader, and I have answered thousands of questions; and I say to you advisedly that there is more Bolshevism to the square inch in the United States of America than there is to every square mile of the Russian Soviet Republic. And yet the people here are sitting back in their easy chairs of contentment and self-satisfaction.

Do you know that there are 247 socialist Bolshevik papers printed in the United States, 123 in foreign languages, with a reading circulation of what? Ten million readers a week. You have them right in your own city, with a large circulation. What are they doing? Poisoning the hearts and the souls and minds and the consciences of the American people.

A. E. Reynolds, Crawfordville, Ind., chairman of the Legislative Com'te read the following report:

Legislative Com'te Report.

All measures died at the close of the last Congress and everything had to be started again on a new basis.

Since our report to the St. Louis meeting last year very little has been done in legislative circles, either constructive or destructively, as far as the same directly applies to the grain business. Conditions have changed. How great the change is almost beyond comprehension.

A year ago we wondered how the Grain Corporation could ever get thru with the wheat situation without serious disturbance to the trade in general, but it is thru and its career ended as serenely as a summer day.

The railroad muddle has been very largely cleared up. While we are in an experimental stage as far as all transportation is concerned, I believe the final result will be satisfactory. I

think the railroads have come into their own under the new rate schedule. It is a matter of pride that this Association is on record for the past 10 years or more as an advocate of increased railroad rates.

Bill of Lading.—The Interstate Commerce Commission is still wrestling with the B/L proposition. It seems impossible to get a B/L that will meet all conditions, but progress is being made. I have faith in the final outcome and believe that we will ultimately have the clean bill of lading for which we have contended for more than ten years.

I believe the new rates are adequate; that under these rates, railroads should be obliged, as soon as possible, to furnish sufficient facilities for transporting grain quickly; that they should be obliged to give a clean bill of lading; that they should be obliged to comply explicitly with the provisions of the Pomerene Act; they should either accept shippers' weights or furnish a weighman to weigh grain into the cars, and to stand losses in transit. All red tape as to payments of claims for loss in transit should be eliminated. We are contending for a bill of lading that will be a clear, concise contract between shipper and carrier—one that is not uncertain or capable of dual interpretation. We are bound to win in the end.

Aside from railroad legislation, no legislation directly affecting the grain trade has been passed since our last meeting.

Governmental Regulation of the High Cost of Living.—In our report a year ago, we dwelt at some length on this subject and as predicted therein, the efforts of the Government have been a failure. They always will be a failure along lines now being pursued. Values cannot be permanently legislated into, or out of, commodities. This question is affected so directly by the entire economic situation that no legislation can thoroly control it.

If labor can be brought to the knowledge that it must produce in proportion to the wages received, the wage question will solve itself and along with it will be solved to a great extent the question of the high cost of living.

Somebody or some organization demands legislation to cure an evil, either real or imaginary. A law is passed. Its execution is put in charge of some Government Department. A bureau is created to have charge of working out and applying the law. The army of Government employees is increased by a dozen, a hundred, or a thousand to fill the positions thus created. No matter how little need there may be for the execution of the law, the Department must execute it. If the law is designed to correct an imaginary evil, the Department must create or emphasize the evil to the extent of demonstrating the need of the law. They simply must do it or they might lose their jobs.

The alarming extent to which the centralization of power is tending in the United States is shown by the increase in the number of Government employees. On Jan. 1, 1920, there were in the City of Washington, 100,100 employees under Civil Service against 37,900 in 1917.

The end is not yet in sight. If as Senator Townsend once predicted, the centralization of power in Washington continues to the point where specific laws will control house-cleaning and spanking the baby, we will increase the number of Government employees another hundred thousand or so in the next few years.

The Farm Problem.—The plans advocated by most reformers are based on two propositions:

The first of these propositions is co-operation.

Yes, by all means co-operation, but the co-operation being favored generally only extends to the bare question of buying cheaper and selling higher. The result sought is to break down existing institutions and build in their stead new institutions more to the liking of the operators. That kind of co-operation always has been and always will be a failure. An organization of farmers, or anybody else which proposes to fix prices on whatever they may sell or buy, regardless of fixed laws of supply and demand, cannot succeed.

The second proposition is to eliminate the "Middle Man."

Who is this "Middle Man"? The farmer seems to think that he is everybody who does not farm. The consumer seems to think he is everybody who has anything to do with his food supply. I wonder who he is.

Just where the line of distinction between the producer and the middle man lies, I am unable to determine. The physical act of plowing the soil, tending the crop, feeding the stock and getting the farm products ready to market is clearly the act of production.

Shall we conclude that the loading of the produce on a truck and moving it to the local market is the beginning of the middle man's function. It certainly is the first step in transportation. Let us follow the loaded truck of grain to the elevator and see it dumped into the sink with a score of other truck loads necessary to be accumulated to make up a car load. Is the accumulation of this carload of grain a necessity? Is the act of so accumulating it, loading it into the car and deciding the important question of where to ship it, the acts of a middleman? If so, is it necessary to be

done? Can this service be more economically performed in a wholesale way by men thoroughly trained in the business—or in other words, by middle men? The answer is so apparent that it answers itself. If every man who produces a truck load of grain or produce is to undertake the task of delivering it to the ultimate consumer, he will not be able for lack of time to produce many such truck loads in a given year.

I believe that the handling of farm products after they leave the farm is conducted with as great care and economy as the handling of any other merchandise. I know that the handling of grain as now carried on has been reduced to an exact science and that it is done with a smaller per cent of expense than any other similar volume of business. It, however, matters little that I know this to be a fact. What I want is to have this fact driven home to the people and to the Government.

Now further regarding this culprit—The Middle Man.

I believe if the farmer farms to the utmost of his energy and ability, and if the handler of farm products labors to the utmost of his ability to give the producer and consumer his best service, that the one is just as worthy of his vocation as the other.

We hear much about intensified, selective, scientific farming. We are training an army of young men at our Agricultural Colleges each year. We also hear much about the careful training of business and transportation experts. We hear much about selective vocational training.

After all this hue and cry for special training, each to his line, the Government, the farmers, and the general unthinking public cry for a mixup of the whole proposition by fostering co-operative buying and selling organizations. Co-operative ass'ns of farmers to collectively force the selling price of their produce above a supply and demand basis. In the towns and cities, co-operative ass'ns of consumers to collectively force the selling price of commodities below a supply and demand basis; these ass'ns on both sides conducted by producers and consumers all untrained in business. The success of both is impossible. A commercial dead-lock would follow. The success of either would be a hardship on the other. What incongruity; what inconsistency; what asinine folly. Every man to his business. Let the farmer farm with all his might and main. Let commerce in farm and food products be conducted in an unretarded manner, allowing the laws of supply and demand to operate untrammelled. To this end, advocate a close Governmental supervision of commerce in every line, not to the extent of hampering or unduly preventing the operation of the inexorable laws of supply and demand.

If legislation cannot reach the situation, then what are some of the things that can take the place of the demanded legislation? Again I repeat, get down to bed-rock facts about the farm situation.

In my opinion the efforts of legislators and of the Government have been to a great extent misdirected. I believe one of the greatest possible benefits could be brought about by a sudden halt and a thorough study of conditions. The appropriation flood-gates have been opened wide to agriculture. No matter what other branch of the Government might suffer, agriculture must have all the money necessary to carry on its experimental work, whether effective or ineffective. While the sentiment behind this extravagant course of procedure has been commendable, the results have not always been satisfactory. Little if any criticism should be directed against these efforts. The Government's course of farm exploitation is however open to violent criticism.

What shall the Grain Trade do to help correct evil tendencies? If we are classed as "Middle Men" we must fight for our very existence. This applies as well to farmer elevators as to others, for the reason that if elevator men are "Middle Men" the farmer becomes a "Middle Man" as soon as he enters the grain business.

The grain business has been assailed from every possible angle. The propaganda has been spread so long and so persistently that it has gained great weight. My advice is to start a never-ending campaign to spread the truth to the people. The very existence of the business depends upon it; the welfare of the community requires it; the safety of the future food supply demands it. We have remained silent long enough. Truth will win out in the end, if it is kept constantly before our people. If the people could be brought to a thorough realization of the blessings of being citizens of this great, free, democratic country, trouble would end at once. Agriculture and commerce, Capital and labor would all join hands in a forward move greatly to the benefit of all.

I hope I may be pardoned for again quoting from my last report in conclusion:

"The planting of seeds of discord, anarchy and confusion has gone far enough. The people should turn their attention now to correcting evils rather than augmenting them. The present period of economic adjustment is not the

time to indulge in extreme optimism or pessimism. A careful course of level-headed thinking and acting is vastly better than either. Legislation may temporarily control evil tendencies, but education alone can permanently cure them."

R. T. Miles of Chicago, Ill., in charge of field headquarters of the U. S. Department of Agriculture Bureau of Markets, read the paper prepared by Geo. Livingston, chief of the Bureau, from which we take the following:

Progress in Grain Inspection

Last year just prior to the movement of the new crops a grain trade committee representing the Grain Dealers National Ass'n, the National Council of Farmers' Co-operative Ass'ns, the Council of Grain Exchanges and the Millers National Federation, accompanied by a representative of the United States Railroad Administration and the Bureau of Markets, which committee came to be known as the Inspection Survey Committee, made an extended trip covering the twenty-seven principal grain markets east of the Rocky Mountains for the purpose of examining into grain inspection methods and facilities and reporting its findings to the Bureau of Markets with a view of assisting the Bureau in bringing about better and more uniform inspection of grain.

The Bureau of Markets has endeavored, and I believe successfully, to make effective during the past year the recommendation of this committee, and I believe also that for the most part the various grain exchange committees have made similar endeavor. As a result I feel very confident in saying that inspection today of corn, wheat and oats for which Federal standards have been established, is on a higher plane and is more efficiently conducted than it has ever been in the history of grain inspection.

It is a fact that certain few markets are still woefully lacking in proper equipment for best results in grain inspection. In the case of such markets the Bureau can only use its good offices in an endeavor to have them secure proper equipment. The reason is obvious when you stop to consider that the securing of equipment involves an expenditure of money from a source over which the Federal Government has no jurisdiction.

In supervising grain grading thruout the country the Bureau is today obliged to devote attention to the work of 433 licensed inspectors located at 141 markets scattered thruout the United States. For this work the present fiscal year this Bureau is allotted \$649,243. Six states in the Union which maintain organized grain inspection departments alone spent upwards of \$1,175,967 for grain inspection. This expenditure involves the upkeep of only 39 inspection points out of the total of 141 over which the Bureau of Markets has supervision.

The appeal privilege of the grain standards Act, that is, the right of parties to a transaction to appeal from the grade assigned grain by a licensed inspector to the Federal Government for determination of the true grade, is becoming more and more popular. It taxes our financial resources to meet the demand. The increasing popularity of the appeal privilege is evidenced, first, by the fact that for the year ending June 30, 1918, 1,388 appeals were filed; for the year ending June 30, 1919, 6,651 appeals were filed; while for the year ending June 30, 1920, 10,960 appeals were filed; and the popularity of appeals is evidenced, second, by the increasing strong demand on the part of the grain trade for handling by Federal Government of appeals involving intrastate transactions. The grain standards Act as it now stands does not give the Sec'y of Agriculture authority to entertain appeals on intrastate grain. However, during this coming session the Sec'y will request Congress to amend the Act so as to provide such authority. A similar request made last year was not acted upon favorably by Congress, but because of the insistent demand from the trade for this service Congress will be requested again this year to amend the Sec'y's authority to entertain intrastate appeals.

Thru our General Field Headquarters located in Chicago we have perfected our organization so that we are enabled to keep our finger on the pulse of grain inspection thruout the entire country and are in a position at all times thru a systematic and comprehensive collection of inspection data to direct our supervision efforts where they are most needed. We can tell any particular market or more specifically any individual inspector in any particular market when he is departing from a correct application of the grades and in just what way he is doing it. We find that what in the beginning of Federal supervision was the principal cause of our difficulties in securing correct and uniform inspection, is now a very minor difficulty. Our principal difficulty in the beginning seemed to lie in the securing of a uniform conception of interpretative grain grading factors on the part of inspectors widely separated geographically. For example, No. 2 corn allows not to exceed 4 per cent of damage grain. The practical problem facing us was to get the inspectors at Chicago and the inspectors at New

York to have and hold a uniform conception as to what constitutes damaged corn.

The grading of wheat serves as another good illustration. Hard red winter wheat to grade dark hard winter must contain at least 80 per cent dark, hard, and vitreous kernels. If it contains less the wheat should be properly graded "hard winter." When the federal government undertook supervision of grain grading there were probably just as many different ideas as to what should be considered dark, hard vitreous wheat as there were inspectors. Today such interpretative factors cause the least of our troubles. Generally speaking, inspectors thruout the country have acquired thru Federal supervisors the Department's ideas as to how the grain grades should be interpreted and apply them accordingly.

Carelessness.—We find now that whatever there is of poor inspection is due almost wholly to mere carelessness on the part of inspectors in performing their work. By this I mean such things as failure to test accurately the weight per bushel of grain or failure to determine accurately how much foreign material the grain which is inspected actually contains. Such misgrading of course divides itself into two classes; first, a class wherein the error is undoubtedly unintentional carelessness, which is evidenced by no tendency toward either leniency or rigidity; second, a class in which the error is apparently made knowingly as is evidenced by circumstances surrounding the inspection of the particular lot of grain misgraded. Thru our 34 District offices and General Field Headquarters a careful check is made of misgrading by inspectors and appropriate action is promptly taken. The nature of the action of course must depend upon the facts surrounding the particular case. We resort to action against an inspector's license in the way of suspension or revocation thereof whenever the circumstances warrant such drastic action. Two inspectors were relieved of their license to grade grain last year by the Sec'y of Agriculture after appropriate hearing was afforded them.

Misgrading on the part of inspectors occurs mostly in connection with the inspection of wheat. This is to be expected because of all grain, wheat has always been the most difficult to grade uniformly. Our records the country over show that last year in the case of wheat 7 out of every 10 cars were graded absolutely correctly, in the case of corn 8 out of every 10 cars were graded absolutely correctly and in the case of oats 9 out of every 10 cars were graded absolutely correctly. Our records show further that in the case of wheat approximately 60 per cent of the cars misgraded were so-called "line cars," which means in effect that 88 per cent of the wheat inspected last year was correctly graded. Likewise in the case of corn and oats, such a considerable percentage of the misgrading involved "line cars" that it may be said that approximately 90 per cent of the corn and 93 per cent of the oats inspected last year were correctly graded.

The tendency of licensed inspectors in their application of the federal grades is to be lenient in their grading. This tendency has been more pronounced on the outbound grain, that is grain shipped from terminal markets. In the case of receipts at terminal markets the leniency is not marked if being in ratio of approximately 1 to 1.5. In the case of shipments, however, the ratio is approximately 1 to 2.8. This means that in the case of outbound grain we find approximately three cars overgraded to one undergraded. The more decided tendency toward leniency on the outbound grain is undoubtedly accounted for by the fact that shipments from terminal markets generally are loaded for a certain grade and often to the minimum, so that if the inspector misgrades at all it is usually in the direction of overgrading.

We have recently been giving a great deal of attention to the inspection and grading of grain loaded for export. It is with a great deal of pleasure that I am able to report that a very satisfactory degree of efficiency has obtained in the inspection of our exported grain.

While there are doubtless no figures available covering the efficiency of grain inspection prior to federal supervision, I am confident that if there were it would be shown that a very marked improvement in the efficiency of grain inspection has been made. I can at least say with full knowledge of the facts, that there has been an increasingly marked improvement in the efficiency of inspection during the short time federal supervision has been in operation. Is there anyone who would venture to say what degree of uniformity existed in the inspection of intermarket grain prior to federal supervision? The Department has not sufficient data in this matter to warrant a statement, but I have been told by men of your Ass'n and by many of our own supervisors who were connected with commercial grain inspection for many years prior to their present occupation that it was not uncommon for large movements of grain between markets to grade one if not two grades higher at shipping point than at destination. We recognize that uniformity of inspection between markets is essential to the trade and are devoting a great deal of attention to this feature of our work

During the months of July and August just past our records covering hundreds of cars taken at random show that of the wheat moved out of the principal shipping markets of the Central West to other inspection points thruout the country 83 per cent graded the same or higher at destination. In the case of corn 89 per cent graded the same or higher at destination. In the case of oats 91 per cent graded the same or higher at destination. In view of the fact that inspection of intermarket grain involves sampling and grading at shipping point by an entirely different set of men than those who sample and grade the grain at destination, together with proper consideration of the chance which exists for variation in sampling at two places and the fact also that grain does go out of condition in transit, these figures, to my mind, at least speak favorably for the progress which is apparently being made toward uniform inspection. Withal, of course, it is realized that there is still room for improvement and it is toward this that our efforts are being directed.

Misrepresentation by Sellers.—It sometimes happens that the grain buyer receives a car of grain which is invoiced as and represented by the shipper to be of a grade different than the grade which an official inspector found it to be. We have found cases where a shipper had a contract to furnish No. 2 corn, for example, at a certain price, and the fact that the car when officially tendered for inspection graded No. 4 did not deter the shipper from withholding the official certificate issued by the inspector and forwarding the car just as tho it had truly graded No. 2 and invoicing the corn as No. 2 at the contract price. Such dealings are in direct violation of Section 5 of the grain standards Act and are of course nothing more or less than fraudulent practice. In our work of supervising inspections performed by licensed inspectors such dealings often come to light.

It is true also that cases are referred to us by buyers who have been unable to secure from the sellers official inspection certificates covering their purchases. In fact, there are innumerable ways in which violations are brought to our attention. It is our policy to carry out the provisions of Section 5 to the fullest extent possible with our available funds. This policy is based primarily on the ground that your Ass'n and the grain trade generally desires to know those few in the grain business who resort to fraudulent practice when the facts are in possession of our Department. The Secretary thus far has published his findings in nine cases which have been investigated. If fraudulent practices are continued, other findings will doubtless follow in the confident belief that the Department is performing a real service to the grain trade in the prosecution of this kind of work.

C. T. Doorty, chairman of the uniform grades committee, not being present, his report was read by the sec'y, as follows:

Your chairman has made a canvass personally and through members of the Committee, covering practically all shipping and receiving points in the trade and we have received very few criticisms, certainly none of a serious nature, and no suggestions asking for changes in the present uniform grades.

In April, 1920, a movement was started in the Northwest towards bringing about some changes in the grades of spring wheat. The movement appeared to have its inception among the Non-Partisan Leaguers. The opponents of the present standard for wheat grades desired to reduce the quality of No. 1 wheat without having such reduction reflected in the price.

A meeting was held to discuss this matter before the Sec'y of Agriculture, Meredith, in Chicago. It was largely attended by representative farmers, shippers, elevator owners, millers, receivers, brokerage and commission men from the principal primary markets. An overwhelming objection to changing the established standards and grades developed, which was sustained by the Secretary of Agriculture. The Chairman of the Uniform Grades Committee appeared at this meeting to speak for the National Ass'n, objecting to any change.

A suggestion has been made that uniform federal grades be established on feed and malting barley. This has failed to meet with much favor among the handlers and dealers in barley and the Uniform Grades Committee has not adopted any resolution recommending such grades.

Mr. Jones offered a resolution that the number of directors be increased from 22 to 26, to give representation to all territory. Carried.

Adjourned to Tuesday morning.

Tuesday Morning Session

Pres. Goodrich called the meeting to order at 10 a. m. with a request that F. E. Watkins, Cleveland, O., present his report as chairman of the Trade Rule Com'ite.

Trade Rules Com'ite Report.

We note an increasing desire on the part of the trade, as a whole, to know the trade rules and to observe them. To one who studies the situation closely it is very gratifying to see how completely our rules do cover the points on which members may be in disagreement. The commendation given them several years ago by a man prominent in public life to the effect that they were the most complete set of rules governing any trade in the United States seems fully justified as the years go by. Truly they are not "cure alls" but they will go a long way toward removing the grief from transactions in grain and grain products if thoroughly understood and always incorporated in our contracts.

Based on the inquiries which come to this com'ite, we can safely assume that the primary cause for most of the disputes in the trade lies in loosely drawn or incomplete contracts. You have doubtless noted cases coming before the arbitration com'ites where both parties to the contract had violated one or more of the most important and fundamental rules. Chances for disagreement which could be foreseen and guarded against when making a trade are left open until they cause the inevitable misunderstanding and then the parties rush about attempting to secure precedents to bolster up their side of the case and one or both of them suffer a loss which might have been avoided with a little more care in the first place.

Uniformity.—It is highly desirable from the standpoint of uniformity that the state ass'ns. who are affiliated with the Grain Dealers' National Ass'n adopt the code of the National Ass'n in its entirety rather than to cause confusion among their members by setting up separate rules which may differ merely enough to make trouble for various arbitration and appeals com'ites.

Arbitration Decisions.—One of the most notable accomplishments of this Ass'n is about to be crystallized in the volume of arbitration decisions which will soon be ready for distribution. No other trade ass'n in the world can show any more practical reason for its existence than is presented in the contents of this volume. After reading over these decisions word for word many times in the course of our duties we are sure that you will feel as you study your copy that here is a most remarkable and convincing illustration of the worth of the Ass'n, altho it covers but one phase of its varied activities.

All praise to the arbitration com'ites who have spent such unselfish laborious hours in adjusting our differences and setting up such precedents for our future guidance and to the officers and directors who have authorized and accomplished the publication of this important work.

Amendments.—The files of the Com'ite for the past year disclose some objections, offered by various members, to existing rules. Particularly the New England section is having apparent difficulty with Rule 38, adopted at St. Louis last year, and have advised of their intention to ask that it be reconsidered at this Convention.

Amendment to Rule 23 suggested by trade rules com'ite of Kansas Grain Dealers Ass'n: Add to section B after the word "weight" the words "attached to draft or invoice" so that it will read as follows:

(b) On a sale shipper's weights and grades it is understood shipments must be made by the seller from his own stations, or from stations that operate under the same tariff rates, regulations and conditions, and he must furnish the buyer sworn certificates of weight, "attached to draft or invoice" unless otherwise agreed at the time of sale.

Mr. Dorsey suggested that the certificate be furnished immediately on demand; but he was voted down, and the amendment as above was adopted.

Chas. B. Riley suggested that the following amendments to the rules, also suggested by the Kansas Trade Rules Com'ite, be referred to the group meetings during the afternoon and Pres. Goodrich by unanimous consent so ordered:

Add section "C" to rule 23 to read as follows:

"Should a car sold on shipper's affidavit weight, be found to be severely short in weight at destination, with no evidence of leak, all intermediate dealers between the original shipper and final receiver, on request, shall assign their rights for arbitration or legal action under their contract to the final receiver,

thus placing him in position to take such direct action as he may desire to take for his protection."

Amendment to Rule No. 5:

Add section "B" to rule 5 to read as follows: "Cars diverted shall apply on contract in accordance with original bill of lading, regardless of date of diversion, and not more than two diversions allowed, provided that not more than three days delay in transit has been occasioned by such diversions.

Provided further, that car loads already rolling which can be diverted in contract time so that movements are equal in point of travel to direct shipments in contract time may be supplied."

The Hon. John J. Esch of Wisconsin, chairman of the House Com'ite on Interstate and Foreign Commerce and joint author of the Esch-Cummins bill which became the Transportation Act, addressed the dealers on the Railroad Question from the Standpoint of Congress. His address is published elsewhere in this number.

Mr. Esch was given a rising vote of thanks for his instructive and able address.

E. C. Eikenberry: The Nominating Com'ite finds it impossible to adequately represent the territory with the increase in directors from 22 to 26, and I move the number of elective directors be increased to 30. *Carried.*

Henry L. Goemann, of Mansfield, O., presented a report on behalf of the Transportation Com'ite, from which the following is taken:

Transportation Com'ite Report.

Docket 9009, Claims for Loss and Damage of Grain.—Since our last annual meeting, this case has been decided, the Interstate Commerce Commission deciding same on Jan. 13th, 1920. I assume it is not necessary to go into detail, as no doubt every member received from Secretary Quinn a copy of the tentative report of Examiner Wilson of the Interstate Commerce Commission, together with the reports and briefs of the Shippers' and Carriers' Conference Com'ites to the Commission. These covered fully all phases of the case. The report of the Commission can be secured from Secretary George B. McGinty, or Public Printer.

In the Commission's Report, it suggests that the rules and specifications, in order to be available to all and uniformly applied without discrimination, should be properly published in the carriers' tariffs. As yet, I have not been advised by the Chairman of the Carrier's Com'ite that the carriers will publish these rules. I assume that they will be, and when published they will no doubt force to a final conclusion this matter of claims for loss and damage of grain. With the publication of these rules and specifications in the tariffs, they then become the law under which claims will be paid, and the trade can then complain as to legality or reasonableness of any of the rules and specifications or practices over which the Interstate Commerce Commission have jurisdiction, and then appeal to the courts for final decision.

The trade of course understand that neither the Shippers' and Carriers' Conference Com'ite, nor the Interstate Commerce Commission can put into effect rules and regulations that would take away the shippers' constitutional rights under the law. Therefore if the rules and regulations as published by the Commission, (and if adopted by the carriers and put into their tariffs) are not satisfactory to the shippers, and especially on clear record claims, they have the privilege of getting a court decision that will be final.

Minimum Weights.—The Consolidated Freight Classification Com'ite held a hearing at Chicago, on May 25, 1920, and I appeared before the Com'ite and argued that it was necessary to have thirty inches from the roof at the side walls of the car in order to secure proper initial inspection on the inbound road. I received a letter from Mr. R. C. Fyfe, Chairman of the Western Classification Com'ite, under date of July 31st, stating that after considering the arguments of the Committee decided to make no change in the Classification requirements. This then left the Classification requirements "To be loaded to within thirty inches of the roof at the side walls of the car."

However, the railroads thru the Central Freight Ass'n territory evidently desired to have the twenty-four inch rule at the side walls of the car, and so they independently published their tariffs, effective September first, and in which tariffs the 24-inch rule was made effective. However, these tariffs were amended to comply with an order issued by the Commission continuing the minimum weight until the

close of business December 31, 1920. This rule reads as follows:

"ON GRAIN, all kinds, minimum weight marked capacity of car, except where marked capacity is less than 40,000 pounds, in which case minimum weight will be 40,000 pounds per car. NOTE: When grain is loaded at point of origin to within 24 inches of roof, at side walls of car, for the purpose of Federal or State inspection, or for inspection by Grain Exchange at points where Federal inspection is maintained, (notation to that effect being inserted in the bill of lading by shippers), or when grain is loaded to proper grain line of cars so marked, or when car is loaded to full space capacity, actual weight will apply."

There is considerable dissatisfaction with this rule, due to the fact that grain has to be loaded to the marked capacity of the car, unless the grain is sent to a point where Federal, State or Grain Exchange inspection exists, and when the 24 inch rule will apply. In a great many cases at small country stations, the shipper accumulates 60,000 lbs. of grain, and desires a 60,000 capacity car. But altho he has ordered this capacity car, in a great many instances a hundred capacity car is placed, and owing to the scarcity of equipment and possibly a time contract which compels him to load the car furnished, he is penalized for the difference between the actual weight and the marked capacity. This is very burdensome under the high rates of freight now in effect.

Therefore it should be the aim of the grain trade when this rule expires on Dec. 31, 1920, to see that proper minimum weights become effective, so as to protect all shippers.

The rule formerly in effect as per Consolidated Classification and which would automatically be reinstated in Central Freight Ass'n territory, i.e. the 30-inch basis and prescribed minimums on each kind of grain, should be generally adopted, and which would be, barley, 60,000 lbs.; corn, 61,600 lbs.; oats, 51,200 lbs.; rye, 61,600 lbs.; wheat 64,500 lbs., in bulk.

Limitations of Liability in Connection with Transmission of Telegram Messages.—Under the law the Interstate Commerce Commission has jurisdiction over the telegraf companies. There was filed before the Interstate Commerce Commission a case known as Docket 8917, being Unrepeated Message Case, brought by the Clay County Products Company versus Western Union Telegraph Company (known as the Cultra Case). Testimony had been taken on February 20, 1918 and March 1, 1920. In view of this case being against the Western Union Telegraph Co. only, complaint was made to the Commission that all telegraf companies should be made a party to the case. The Commission therefore entered an order on June 4, 1920, re-opening this case, and merged this Docket 8917 under Docket No. 11524, and under which number the case was heard by Attorney-Examiner M. A. Pattison, at New York City, July 26th. Owing to the Interstate Commerce Commission handling this case, The Chairman of the Transportation Committee was requested by Secretary Quinn to testify for the National Association, and at this hearing submitted testimony as follows:

"The present conditions which are on the back of the Western Union Telegraph Company blanks, as per clause two, 'In any event the Company shall not be liable for damages for any mistakes or delays in the transmission or delivery, or for the non-delivery, of this message, whether caused by the negligence of its servants or otherwise, beyond the sum of FIFTY DOLLARS, at which amount this message is hereby valued, unless a greater value is stated in writing hereon at the time the message is offered to the Company for transmission, and an additional sum paid or agreed to be paid based on such value equal to one-tenth of one per cent thereof,' are in my judgment, unfair.

"The repeated message, as well as the insurance clause of one tenth of one per cent for full liability, are prohibitive and not workable for the grain interests. All repeated messages are too greatly delayed, therefore not practicable in business, without a guaranty of correction of an error or of delivery of message. On the unlimited liability or special value message, basis of one tenth of one per cent on the value of liability, it is prohibitive in that the margin of profit of the grain and allied interests will not permit of paying such a high rate.

"It seems to me that the Telegraph Company therefore should have only two kinds of messages. That is, one message say 'Form A,' which should be the present form of message with a limited liability of \$500 at the current rates, and a second form known as 'Form B,' which would be an insured message, and stating the liability under which such message is being sent. There should be printed on the face of such insured message the words 'Insured Message, Value ———'. The sender of the message should therefore have the option of accepting either form of message, and when sending a message, state which form he is accepting, and if insuring the message, stating the value for which he desires liability protection.

"The class of service should be continued as at present, Standard Telegram, Day letter,

Night Message and Night Letter, and the above two forms should apply to these various classes of service. A maximum liability of \$500 for each standard message of ten words, with an increase of maximum liability proportionate to the increase in charge for message over the standard message charge.

"Realizing that there are a great many messages sent upon which the sender would not desire additional liability, and not wishing to disturb the rates that are now in effect for the sending of such telegrams, per 'Form A,' I believe that the Form B of insured message, should therefore carry a charge for such liability, such charge to be reasonable to both the sender of the message and the telegraph company. I therefore suggest that the following table of charges be adopted as the basis for increased liability, and the sender to write in his message which amount he desires to insure for.

Rate per Message: 1c \$500; 2c \$1,000; 3c \$1,500; 4c \$2,000; 5c \$2,500; 6c \$3,000; 7c \$3,500; 8c \$4,000; 9c \$4,500; 10c \$5,000. Thereafter 5c for each additional \$5,000, or part thereof, up to \$50,000.

"From this table it is noted I have limited the amount of liability insurance to \$50,000, and when the amount desired is above that, special arrangements must be made with the Telegraph Company.

"The above rates to be effective for one year and at the end of which the telegraph companies submit to the Interstate Commerce Commission a statement showing income for the service of the message, income for the insurance, and the amount of claims paid under the insured message. Then these rates to be adjusted for future messages to the basis that the year's operation show to be necessary in order to fully protect the telegraph companies against unusually heavy or undue losses.

"I believe that the rates above named, in the absence of any basis which would be helpful in the adjusting of the rate at this time, due to the fact that the telegraph companies have paid few claims under the existing contract which the sender usually accepts, should therefore be an experiment for a year in order to show the actual conditions.

"I further believe that the telegraph companies will be fully compensated at the above rate, in that the service will be improved, as operators handling an insured message will be more careful in the handling of same, as well as all other employees who will have to handle such message, and therefore the amount of errors, etc., will be reduced to a minimum. Furthermore there will be an incentive for operators and employees for improved and correct service, which does not now exist, because of their knowledge that the company is not liable under the form used, and therefore are somewhat indifferent in the handling of the messages.

"A careful investigation among the grain trade, and allied interests, shows that this form of insurance and the rates to be charged, is satisfactory to those that send messages heavily, and that in the majority of cases all messages which they send will be at insured rates, due to the fact that they do not know what percentage of the messages which they send are non-productive, and therefore to be safe that no errors are made, they will take the precaution to insure their messages.

"Furthermore, it will protect such users of

the telegraph company who desire no liability feature from any increased cost in the message, as it is optional with the public to avail themselves of the insurance feature.

"I also suggest the custom of the Western Union in stating on the message the time same was filed at sending office and time received at delivery office should be continued so as to guide the interested parties where time is a factor in the contracts covered by such messages and should be done by all telegraph companies.

"Item Four of contract terms on back of present message form regarding delivery of messages, I strongly object to, and suggest all messages should be delivered free within the corporate limits of the city."

Examiner's Report.—As a result of this hearing, a tentative report has been made by Examiner Pattison, and which report is as follows:

"Upon consideration of the record, it is recommended that the Commission find that the rules of the respondents restricting their liability for negligence in the transmission or delivery, or for non-delivery, of unreported and repeated messages and limiting the value of such message to 50 times the rate paid or \$50 unless greater values are stated are unreasonable; that the maximum liability in the case of a message for the transmission of which the unreported rate was charged should be not less than \$500, and for a repeated message transmitted at the repeated rate, \$5,000. Provision should be made for the transmission of valued messages under a liability limited to the value stated by the sender of the message at the repeated rate plus one-tenth of one per cent of the stated value in excess of \$5,000."

You will note from the Examiner's report that the liability of the telegraph company is increased to \$500 on an unreported message, and a liability also of \$5,000 is attached to the repeated message and on the valued message the liability is unlimited but the charge is based upon the sender of the message paying the repeated rate, plus one-tenth of one per cent on the stated value in excess of \$5,000. On the repeated message of course the charge for the \$5,000 would be one half of the unreported message rate.

It is certainly very gratifying to have the liability of the unreported message made \$500, and it would seem that the charge for the \$5,000 limitation, while not excessive as a general charge, still is a heavy charge to be paid on grain messages owing to so vast a number of messages carrying quotations and offers of various kinds, being unproductive, and also because of the inability of the sender to name just what his loss may be.

I would therefore request that the members assembled here give an expression as to whether the Examiner's report is satisfactory to the grain trade, or whether they desire a less charge on the \$5,000 liability. If the Examiner's report is satisfactory, I would be very glad to certify to the Interstate Commerce Commission to that effect.

In the usual course, if objections are taken to the report of the examiner, the Commission may then decide to receive oral arguments on the objections before making its definite report.

Railroad Leases and Side Track Agreements.—This subject has been before the Commission a number of years, and the Commission on its own motion Docket 6562, Jan. 5, 1914, held hearings, but the case has never been decided.

The National Industrial Traffic League filed complaint on June 17, 1920, against the various railroads, requesting that the defendants be required to insert a uniform, reasonable, non-discriminatory, non-preferential and otherwise lawful, liability clause in all leases of railroad property and side track agreements, as may be prescribed by the Commission.

In view of the great number of complaints filed with the Transportation Com'ite regarding the unjust leases which the carriers are trying to compel the shippers to sign, your Chairman wrote to the Hon. Edgar E. Clark, Chairman of the Interstate Commerce Commission requesting Docket Nos. 11545, versus Aberdeen and Rockfish Railroad Company, et al, in the matter of leases and grants of property by carriers and shippers, be consolidated with Docket 6562 so that the whole subject might be covered at one time. Chairman Clark replied that Docket No. 11545 covered the alleged unreasonableness of certain liability clauses in contracts for use of leased railroad property, and in side track agreements, to which defendants were parties, while No. 6562 is a proceeding of investigation concerning the alleged unreasonable and unjustly discriminatory practices of the carriers in the matter of leases and grants of their property to shippers. Chairman Clark further stated that as all parties were given an opportunity to present the matter when the original case had been heard, and as the cases were not analogous, and are related only in a remote degree, he did not believe that they could be expediently consolidated. This therefore means that the Grain Dealers National Association will have to file a formal complaint so as to get this case before the Commission.

The Railroad Administration started this uniform form of contract, and your Chairman was able, after a great many conferences and much correspondence to have the Railroad Administration, thru Mr. Max Thelen, Director of Public Service, to withhold putting into effect any uniform side track lease and agreement. Therefore it was not necessary to sign these agreements during the Government control, but now the carriers are again active in the matter and are pressing shippers who have leased land from railroad companies for side track purposes, to sign the agreements, or else are advised they will have to vacate the property. I have a number of cases where shippers have been advised to either sign the agreement, or vacate the property.

It does seem unfair that shippers at country points, using a side track for the business of an elevator or mill, should be compelled to pay maintenance charge, be liable for all damages arising from the negligence of the carrier, while the shipper who loads and unloads from the same track is entirely free of any charge for the use of said track or for liability.

Will be very glad indeed if this matter will be fully discussed here, and the officers of the Ass'n instructed whether to go to the expense of bringing a formal complaint.

Box Car Distribution.—The Southwestern Ass'ns—Kansas, Oklahoma, Texas—have objected very much to the Interstate Commerce Commission's rules for car distribution. They have had considerable correspondence with the Commission, as well as Sec'y Quinn, regarding the rules under which the railroads were working.

The Interstate Commerce Commission held

Officers and Some of the Directors G. D. N. A.



Standing, left to right: 2d Vice-Pres. D. M. Cash, Indianapolis, Ind.; Directors J. J. Culp, Warrensburg, Mo.; W. T. Hale, Jr., Nashville, Tenn.; Lee Davis, Scranton, Pa.; J. M. Hackler, Milwaukee, Wis.; L. D. Godfrey, Minneapolis; E. M. Combs, Chicago; E. Hutchinson, Arlington, Ind.; W. Forbell, New York City; Geo. P. Bissell, Central City, Neb.; H. E. Wack, Baltimore; Wm. Randels, Enid, Okla., and W. C. Cook, Ft. Collins, Colo.
Seated: Sec'y Chas. Quinn, Toledo; Directors: Lee G. Metcalf, Illinois, Ill.; P. E. Goodrich, Winchester, Ind.; Pres. B. E. Clement, Waco, Tex.; Directors, J. W. McCord, Columbus, O.; Jno. S. Green, Louisville, Ky.

hearings regarding practice of distribution of freight cars to shippers of grain, as per Docket 9399, Farmers Elevator Company of Vermillion, S. D., versus Chicago, Milwaukee & St. Paul Railroad, decided November 27, 1917, and Docket 10069, Tanner & Company, et al, versus Chicago, Burlington & Quincy Railroad Company, decided June 9, 1919.

I believe the southwestern shippers are now being supplied with cars so that there is no further complaint on this subject.

It would be useless to go into details covering all the various matters that have been handled by the Chairman. Of course cases like loss and damage case, side tracks and leases case, and others, are usually long drawn out affairs, and with extension of effective dates and tentative decisions, it means the Chairman has to follow up various decisions so they will be enforced or appealed. It is also necessary to co-operate and work with and join other organizations in the various matters that arise, as they usually are of national and general character, and generally other trades and associations are as vitally interested.

All these conferences take time, and then too it compels the Chairman to keep thoroughly posted on all the details of transportation subjects, and really makes it a burdensome position for any man who has an active business to look after. It does not seem to me that the future will bring any change in the situation, as new conditions are arising all the time.

Mr. Goemann's report was adopted, as read.

Mr. Goemann: Are you satisfied with the tentative report of the examiner as to the liability of the telegraf companies?

Henry E. Wack, Baltimore, Md.: Has anything been determined as to a reasonable length of time within which a message is to be transmitted.

Mr. Goemann: No, this case is brot on the liability feature only. Today you get nothing on the unreported message. They simply refund you the toll, and on interstate messages there is no way of compelling them to pay anything else. If you accept the blanks, which say repeated, unreported or valued, you cannot hold them for anything else. If you accept an unreported message, no liability attaches, but under this recommendation, if the Commission O. K. it, they will be liable for \$500.

Today we have no basis at all for losses. They have paid no claims. The testimony of the Postal Telegraph Co. showed they had never paid a claim on an interstate message. A number of the states have an intrastate law, compelling them to pay full liability. They have paid only intrastate claims.

The side track and leases case is scheduled to come up for hearing on Nov. 5 at Chicago at the Great Northern Hotel.

Mr. MacDonald: The Transportation Com'te has the subject under consideration and is familiar with the effect on the grain trade of the adoption of the recommendation of the Traffic League. It is difficult to get an expression here. I move that the matter be referred to the Transportation Com'te with power to take such action as it deems proper. *Carried.*

Mr. Goemann: It has been called to my attention that a number of manufacturers are not complying with the specifications of Docket 9009. The manufacturers of scales should be compelled by the men of the grain trade to furnish them scales in line with those specifications, so that when those specifications are carried into the tariffs of the railroads and become a law, the men who install scales from now on will be protected when they come to collect their claims. Everybody all over the country should know they should not buy any scale from now on unless it complies with those regulations of the Commission under that docket. I would like to offer the following resolution:

Condemn Scales Not Up to Requirements of Docket 9009.

Whereas, It appears that scales for weighing grains are being offered by manufacturers and dealers inferior to those presented in the decision of I. C. C. Docket 9009, Claims for Loss and Damage of Grain; and

Whereas, It is believed that such action is detrimental to the securing of accurate grain weighing; be it

Resolved: That the specifications for scales for weighing grain offered in the decision of I. C. C. Docket 9009 be hereby approved as

the minimum requirements for scales for weighing grain; and be it further

Resolved: That any action on the part of manufacturers or agents tending to be caused to be used in new installations scales inferior to those prescribed in the above mentioned specifications be deemed as prejudicial to accurate weighing and the solution of the grain weighing problem.

I offer this resolution and move its adoption. *Carried.*

Mr. Goemann: The new B/L has been published in Consolidated Freight Classification No. 1, Supplement No. 9. It goes into effect on Oct. 10, 1920.

Wayne Dinsmore, Chicago, Ill., sec'y of the Horse Ass'n of America, delivered an address, from which the following is taken:

Advantages of Animal Motive Power.

From a practical standpoint, horses and mules furnish ideal farm power. They can be produced on the farm at cost, and their food is produced there at cost. No transportation problems are involved; there is no possibility of strikes delaying delivery of a power unit, any part thereof, or fuel required—all of which may occur with mechanical motive power units.

The flexibility of animal motive power is another great advantage. One man can drive two, four, six, eight, ten or twelve horses or mules as the work in hand requires, yet need not have on any job more power than is needed; while the man depending on mechanical motive power must have several different units for different types of work. The farmer who plows eight acres per day with an eight horse team in March, may in June have that eight horse team broken into four separate pairs—one mowing, another raking, and two pairs hauling hay to the barn—while the man depending on the mechanical motive power unit that will pull three plows cannot break it down into four separate efficient units for the same work.

In this connection it is interesting to note that wide differences exist in the horse and man labor required per acre for particular crops.

As a particularly striking illustration, let us take spring wheat seeding. Many farmers use two horses on a medium sized drill and put in about 10 acres per day; others use four horses on a larger drill and put in 20 acres per day; but C. S. Noble of Alberta hitched three of the largest available seed drills together, put on 12 horses, and averaged 72 acres per day per man, with a large number of such units, in seeding over 16,000 acres of spring grain.

The adaptability of horses or mules to use by growing boys is of great importance, for our farms are homes as well, and growing boys are as inseparable a feature of the landscape as colts, pigs and calves. Many a 12-year-old lad can handle a well broken team on the cultivator, mower or side delivery rake as effectively as grown men.

Alex W. Kay, Chicago, Ill., chairman of the Membership Com'te, presented the following report:

Your Membership Com'te is pleased to report that all previous Booster records have this year again been broken.

The ass'n's membership now comprises 1,901 direct members and 75 associate members, making a total of 1,976. This is the largest membership that the association has ever in its history enjoyed. Last year's total was 1,577, which was then a record figure.

Of the above total 603 were enrolled during this past year. This is the greatest number of new members ever secured in any one year, and exceeds last year's record figure of 361 by 242.

All previous individual efforts also were surpassed by Mr. D. M. Cash of the Urmston Grain Co. of Indianapolis, who alone secured 140 of the 603 new members. Alex W. Kay of Hales & Hunter Company, Chicago, was next with a total of 53. Both Mr. Cash's and Mr. Kay's totals exceed all previous individual yearly figures.

The honor roll also contains more names this year than ever before, 166 Boosters obtaining one or more new members, as against 128 successful Boosters last year. The new members this year were obtained from all parts of the United States and Canada, the Central Western and Southwestern States predominating.

Missouri has the greatest number of members, 186. Illinois is second, 181. Among the cities, Chicago ranks first with 113. Minneapolis is second, 80. Members outside of the United States now number 35.

L. W. Forbell, New York, N. Y., chairman of the merchant marine com'te, read a paper written by Welding Ring, from which the following is taken.

Merchant Marine

A dream of generations has been the establishment and successful operation of a real American Merchant Marine, one of sufficient

size and importance to compete with any other large country of the world. With the termination of our Civil War, United States tonnage declined to a very low ebb, until we became a very small factor in the carrying of the world's products. Many efforts were made, much legislation was passed by Congress and attempts in different directions were instituted, with a view to bringing about this very desirable result, but without any degree of success.

A most unfortunate bill passed by Congress, the so-called "LaFollette Shipping Bill," is one of the greatest handicaps at present time against American shipping. This bill was passed wholly in the interests of labor, and without any consideration for the ship-owner or operator. The conditions are very onerous as well as being much more expensive than ships operating under other flags. The difference between operating a ship under the United States flag and one under the British flag is so very great that the latter has a decided advantage at the start, while other tonnage such as Scandinavian and Italian is being operated on a still lower basis, particularly as regards labor. It is extremely doubtful whether Congress will pass any bill that will materially change the LaFollette Bill, as labor will so strongly resist any change. How to overcome this handicap is a problem that the Shipping Board has not yet solved.

The Jones Bill, passed by Congress last spring, has many features that will be useful in assisting American tonnage, and I think it is a long step in advance towards assistance of American trade. It has still to be worked out with final trials, and undoubtedly amendments will be necessary before it becomes entirely satisfactory. It contains one very unfortunate section, viz.: No. 34, which calls for the abrogation of all our treaties with foreign countries, and giving to American tonnage a supposed advantage by lower rate of duties on goods imported into the United States on American ships. This position has been under consideration for very many years and always been defeated when it has come up in Congress until the present bill was passed. It seems to me most unfortunate that it should have been included in the Jones Bill. I do not believe it will result in any advantage whatever to American tonnage; on the contrary, it will bring about retaliation by other countries when goods are shipped by American vessels. As our exports so largely exceed our imports, and are likely to for years to come, the advantage gained by Section 34 would be far more than offset by the disadvantages imposed by other countries in retaliation for our action. The President has declined to carry out the terms of this bill by issuing the necessary notice for the abrogation of our treaties, and I think his action is entirely right and proper. He has been severely criticised because he does not do as Congress expected him to do, and yet on the other hand he is very strongly supported by a very large and intelligent portion of our country who stand on the principle that treaties and obligations should be met and adhered to, and not abrogated simply because they are to the possible disadvantage of either party.

At the present time what we need is a more efficient Shipping Board at Washington. With the establishment of the Shipping Board it was found difficult to secure men of sufficient knowledge and ability to direct its energies. Numerous changes were the result, some of which were favorable, and others unfavorable. It has been a source of great disappointment to the American ship-owners and the American shipping trade that these changes have been constantly taking place in the Shipping Board. While it is now functioning, yet the Board consists of only two members, both of whom are holdovers, and have not been as yet re-appointed. It has been expected that new members would be appointed and the Board operating in full, but for some reason this has not been carried out. Constant changes in views and instructions are taking place, which makes it extremely difficult for operators and charterers to know how to carry on their business.

Of one thing I am thoroly convinced—that the people of the United States are believers in a real American Merchant Marine, and they will willingly back up the efforts of all those who honestly and energetically devote their abilities to accomplish this object.

The report of the com'te on rejected applications, by Chairman H. E. Botsford, Detroit, Mich., was received, but not read, as the time was short.

The sec'y then announced the booster prizes. D. M. Cash got a diamond ring, Alex Kay a pair of beautiful cuff buttons set with diamonds. Mr. Botsford and E. F. Huber of Minneapolis also received cuff buttons. Jas. A. Connor of St. Louis was remembered and Miss Helen Kight of Indianapolis, Ind., received a gold mesh chatelaine. As stenographer for Mr. Cash, Miss Kight had done effective work in getting new members.

Adjourned to Wednesday.

Group Meeting of Terminal Market Dealers

Fred C. Vincent, chairman of the Terminal Market meeting and Pres. of Kansas City Board of Trade, called the meeting to order at 3:30 with forty terminal market dealers present. In opening the meeting Mr. Vincent read the following:

EXCHANGES NOT TO BLAME FOR FALLING PRICES.

In dividing this Convention into sections, Mr. Goodrich had in mind the idea that the various branches of the trade might have too many matters of common interest to be handled in a joint session, and this must seem to everybody to be particularly true in the case of the Exchanges, as we are all very much in the limelight at present.

Exchanges on account of their central location and the enormous amount of business transacted under their rules and regulations, naturally make themselves splendid subjects for publicity. Quotations and transactions on the Board of Trade receive the very broadest circulation and advertising—while similar transactions at outside points would scarcely be noticed. I think it is for this reason that Boards of Trade have become targets for attacks from so many different sources.

In 1917 the Exchanges were asked to discontinue a very large part of the business usually transacted, because the machinery of this organization permitted of rapid and extraordinary advances in price, which focused the attention of the entire public. The psychological effect of very high prices was perhaps more undesirable than the high prices themselves.

For more than a generation future markets, possibly only on Exchanges, represented very closely the consensus of opinion of buyers and sellers all over the world, and practically every bit of grain business in the United States was either hedged or followed the future markets very closely, so that an enormous volume of business was done with a minimum amount of risk on the smallest margin of profit of any business in the country.

Fluctuations were comparatively small, except in a few isolated cases, where concentrated holdings may have caused startling advances, but based on a period of 25 or 30 years they were comparatively insignificant.

The Government guarantee eliminated all opinions as to the value of wheat, except to encourage general speculation on the long side of wheat, by both producer and consumer, and everybody in between. When the Government hedge was removed, the price of wheat then had to re-adjust itself to the old factors which determine prices. It is possible that the price of wheat is only following the growing opinion in this country that prices in general may be seeking a pre-war basis, and because wheat has declined at a time when the future markets are again beginning to function, there is a tremendous amount of criticism of these future markets because very high prices ruling during the war have not been sustained.

Beginning in the Fall of 1918, when wheat advanced above the Government price and down to within the past few weeks, I think the question of price itself, whether advancing or declining, has not been so much the subject of attack as the extremely wide margin which handlers of grain felt compelled to figure on, in order that they might be protected on only a fair merchandising profit, on the amount of grain handled. This seems to have been the complaint against the grain business, and we will continue to hear these complaints until business gets back to a normal and fairly safe basis.

These complaints from the producer and his representatives are only natural, on a declining market, but when these complaints take the form of attacks on the Exchanges, then it seems the duty of every member to fight for and maintain the integrity of the Exchanges.

John O. Ballard, St. Louis, delivered a short talk on "The Common Interest," from which we take the following: Condemning criticism in the past and present and the careful consideration of the grain markets during the war, together with its clear record has left the trade's skirts clean. The grain exchange has been found necessary, and moreover it stands for efficiency in marketing methods. The recent drastic declines in grain markets has not helped matters. The private wire houses have also helped to discredit the Exchanges. I be-

lieve a body similar to the Council of Grain Exchanges of some years past, should be formed at this time to answer the protest and questions raised by our legislators who seek to destroy the Exchanges. In this the G. D. N. A. would probably be more influential than any representatives of the exchanges. We should send from our organization a strong brained man to the National Chamber of Commerce to the end of securing support for the Exchanges.

E. D. Bigelow, Sec'y of Kansas City Board of Trade: The futures trading markets are of importance not only to the grain trade but to the producers and consumers alike. They are necessary for the proper conduct of business in grain. The stabilizing of markets by trading in futures is now thoroughly believed in by all who have made a study of the proposition. The exporters and millers would be unable to operate on such a close margin if it were not for future trading. However, I believe the exchanges should eliminate as much as possible the objectionable features. Whatever has the appearance of gambling should be done away with. An elevator operator or terminal market dealer cannot afford to hold his elevator loaded with grain except on a wide margin if he does not use the future markets. Publicity on the subject is important at this time.

"The Future Markets" was the topic of an interesting paper read by J. H. McMillen, of Minneapolis. It will appear in an early number.

Mr. Vincent: There have been two recent events directed against the future grain markets. The first is the action taken by the Southwestern Millers League in recommending thru a resolution the discontinuing of trading in wheat futures, and the other was the announcement of Senator Capper that he is preparing a bill to submit at the next session of Congress designed to do away with trading in grain for future delivery. These actions are already generally known to the trade, but I merely wish to emphasize the importance of consideration by all at this time in order that the opposition forces do not gain too much headway.

Leslie F. Gates, Pres. Chicago Board of Trade: We all realize it is impossible to judge fairly conditions of markets during war times, and in reconstruction periods the markets will not act normally. Time will come again when they will function normally. Much criticism is due to selfish commercial interests, largely the result of speculation, not conducted on the exchanges. There is much unwise use of the markets, but a greater fault of the producers is the non-use of the future markets. A more general use of the grain future markets will lead to a normal condition.

When the wheat future markets were reopened, many refused to use them, who had always made use of this means of protecting their sales and purchases. There was little or no speculation on the exchanges and all governmental agencies had been discouraging normal buying. It was demonstrated during the war that the fluctuations are greater when there is no future market than when they are operating. To fix prices does not stop speculation but rather compels it. There is no capital that is not speculative.

It has been the work of the Exchanges to establish the confidence of the public in the integrity of our contracts. This work must go forward to make the buyers feel confident when the contract is entered into. The Ex-

changes cannot interfere with the price of the contract, but we can command that the contract be binding. The grain exchanges are not set in their ways, and if any legislature or any individual has a better and more workable plan to suggest, we would welcome any improvements and would not oppose efforts to improve the marketing system. Opposition to anything not correct would continue a fallacy longer than necessary. I believe we will be called upon to answer all kinds of foolish or class legislation and we should be prepared to give an account of our stewardship in connection with the entire grain business.

Hiram Sager: I have always been a firm believer in the useful functions of an exchange. I have seen the hostile waves of criticism, such as we are now passing thru, time and time again, but the exchanges are free now from criticism by the consuming classes. I was in Washington a few years ago when the consumers were making the same attack on the grain exchanges that the producers are now making, but this one difference in the two periods of criticism was seen. When the consumers attack the grain exchange they claimed we were increasing prices by speculation, now the producers claim that we are depressing prices by the same method. The Exchanges are not in danger at this time, but it will be up to them to show the inquisitive ones the necessity of the future markets.

The question of the sharp price changes in rye and corn from Sept. 30 to Oct. 1 was discussed, some claiming that the changes were unjustified.

L. W. Forbell, New York City, responded to the request of the chairman for an expression of views on the "Car Situation As It Effected the Eastern Buyers." Mr. Forbell said in part: A contract should be a contract and carried out to the letter if there is a possibility of doing so. Eastern buyers contracted in Western markets for delivery on reasonable time, with a clause in the contract releasing the seller from delivery while the car situation prevented the movement of grain. The transportation situation during the past year has been the worst this country has ever experienced. A contract for Eastern shipment left the Eastern buyer helpless. The car supply proved to be in much poorer condition than anticipated and Easterners were unable to get shipments. But a couple of months later, after the markets had declined and the car situation improved, they were obliged to accept the shipments, long since contracted for. The consequence was the Easterners could not resell except at a great loss. I don't believe the shippers should take refuge behind such a clause when the market is off. In the meantime there were houses in the West who had contracts unfilled and who offered short time shipments, five to ten days. I believe such firms should be penalized for their action. I would like to hear someone propose a remedy for such a condition, to prevent the repetition of this situation.

Mr. Vincent: I believe something in the nature of an obligation placed upon the railroads for failure to furnish equipment when they claimed, would go a long way to prevent the recurrence of such a situation as Mr. Forbell has just told of. Another matter in this connection is the practice of "tipping" railway employees for the purpose of securing cars during a time of car shortage.

In the discussion which followed all the representatives of Western markets gave Mr. Forbell the assurance to take back to his section of the country, that if specific evidence was furnished against such firms as practiced this method of shipping short time orders while long time orders were still unfilled, charges would be preferred against them.

The meeting adjourned without drawing up a formal report to present to general meeting.

Group Meeting of Feed Dealers

Group No. 3 of the convention, composed of feed dealers and feed manufacturers, to the number of about 50, met Tuesday afternoon at the headquarters hotel with E. C. Dreyer of St. Louis as chairman.

Mr. Dreyer: The Grain Dealers National Ass'n is willing to take us under its wing; but it rests with us to outline some concrete propositions.

E. Wilkinson, Birmingham, Ala.: I move that an arbitration com'ite of 5 mill feed dealers be appointed. *Carried.*

Mr. Wilkinson: I move the G. D. N. A. be requested to use its influence with terminal markets to have an inspector of feedstuffs at terminal markets.

A. W. Goodnow, Boston, Mass.: If there are no grades how could it be inspected?

Mr. Dreyer: For example, what constitutes gray shorts and what brown shorts?

A. C. Robinson, St. Louis, Mo.: I move all reference to inspection be stricken out. *Carried.*

A motion to appoint a com'ite of 10 to adopt resolutions to be presented to the G. D. N. A. was adopted, but later rescinded; and the number reduced to three, the chair naming E. C. Andrews, representing the mills; L. C. Newsome, the jobbers, and Robert Beatty of Minneapolis, Minn., the trade journals.

This com'ite met later and drew up a report that was presented next day and is published in the report of Wednesday morning's session.

The desirability of packing feed in even weight or net weight labeled sacks was discussed by Opsal, Dreyer, Robinson, Andrews, Newsome, Cohen and Smith.

H. Lancaster, St. Louis, Mo.: Let the mills invoice what they pack. If they pack 99 or 74 lbs. let them bill us only 99 or 74 lbs.

Mr. Dreyer: There are not 5 per cent of the mills in the Southwest that do not give us net weight.

Morris Cohen, Minneapolis: I move that mills bill their feeds at 99 or 100 lbs. and invoice on that basis, on net weight irrespective of size of package, and that it is the sense of the meeting that all bran and middlings be packed 100 lbs. net. *Carried.*

Harry A. Smith, Buffalo, N. Y.: I move that the percentage of moisture and the mill's liability be left to the G. D. N. A. Com'ite of 10. *Carried.*

L. C. Newsome, Pittsburgh, Pa.: The feed control officials would appreciate an endorsement of the uniform feedingstuffs law. I move we indorse it. *Carried.*

Definition of time of shipment under the terms of prompt, quick and immediate was by motion of Mr. Robinson left to the com'ite of 10.

Mr. Smith: The eastern jobber should know how many reconsignments are made on a car.

Mr. Wilkinson: I might buy from St. Louis a car of winter wheat bran that might be shipped from some point in Texas and it would take 6 to 8 weeks to get to me when I would be expecting it in 6 to 8 days from St. Louis.

E. M. Hibbs, Kansas City, Mo.: All contracts of Kansas City feed jobbers specify that the time of shipment shall govern at the time the stuff goes from the country. Billing dates from point of shipment in the country.

Oscar Opsal, Minneapolis: I suggest that the different shipping sections be divided into zones. *Carried.*

Seth Catlin, Jr., Boston: The East would be glad to buy and sell on 5, 10 or 15 days' shipment.

A rising vote of thanks was given Mr. Dreyer.

Adjourned.

The Banquet.

Tuesday night a splendid banquet was tendered the visitors by the Minneapolis Chamber of Commerce members. More than one thousand attended the excellent entertainment and well planned dinner.

Entertainers, singers, musicians, black-faced, "Rubes" and dancers, kept up an almost continual procession up and down the long aisles of tables. A pretty chorus passed out the "smokes" for the gentlemen and flowers for the ladies. Hundreds of balloons were released from the roof of the large armory where the banquet was held, and fell among the tables below. After the meal and all the merry-making was over there were several excellent addresses.

S. J. McCaull, toastmaster, first introduced Harry A. Wheeler of Chicago, first pres. of the Chamber of Commerce of the United States, who, as he said, undertook to get them down from feasting and frivolity to the substantial thing of discussing a trade problem

Wednesday Morning Session

Pres. Goodrich called the last session of the meeting to order in Banquet Hall of the West Hotel at 9:45, introducing A. W. Goodnow, Boston, who read the report of the Feed and Grain Joint Com'ite, from which we take the following:

Report of Feed and Grain Joint Committee.

This committee advises that rule 38, passed at the St. Louis convention, pertaining to the guaranteeing of grain, works a hardship on all eastern jobbers, in whose territory all grain has to be sold with condition guaranteed on arrival. It is unfair, discriminating and prohibits eastern buyers cognizant of this rule from trading under the rules of the National Ass'n. If our Ass'n is truly national it must be fair to all sections.

For years it has been the custom of the New England jobber to route a portion of his grain to some specific point for reconsignment, thereby giving him a stock in trade of transit grain. It has been the custom of the western shipper to allow that privilege provided ordered from such reconsignment point to final destination by the buyer not later than the day following date of notice from railroad company, otherwise seller's liability for condition at destination ceases.

If ordered from first holding point to another holding point, such second holding point is to be considered as final destination so far as concerns seller's guarantee of condition. All grain arriving out of condition to be applied on contract at a fair difference in value between grade of grain purchased and value of grain actually delivered at time of delivery and without reference to original contract price.

Rule 38 does not permit this privilege. In states definitely that such a diversion shall constitute an acceptance and a waiver of the guarantee. If a shipper is willing to sell his grain guaranteed to a certain point, such as a Boston rate point, he should be willing to allow the eastern jobber the privilege of reconsigning it in transit if not delayed more than twenty-four hours. If a shipper does not care to do this it is his privilege to refuse when selling the grain.

A number of cases have come to the attention of this committee where the western shipper has tried to raise this technical point, even in instances where trades were not made under association rules, resulting in a loss to the eastern jobber. If the western shipper is willing to sell his grain guaranteed to a Boston rate point, he should be willing to allow the eastern jobber the privilege of reconsigning it in transit, which privilege he needs to enable him to carry on his business.

We therefore recommend to the Rules Committee that the words in rule 38: "Diversion of the shipment by the buyer to some point beyond the billed destination shall constitute an acceptance of the grain and a waiver of the guaranty," be stricken out and the following substituted:

"Guarantee effective to final destination, provided ordered from junction point to final destination by the buyer not later than the day following date of notice from railroad company, otherwise seller's liability for condition at destination ceases. If ordered from first holding

and advocated a more liberal interpretation of the law by the U. S. Treasury Department in disbursing funds to needy railroads under the Transportation Act.

Mr. Wheeler criticised the increase in interest rates. "Think what it is costing us today! The member banks perhaps have loans and discounts of \$13,000,000,000; the banks, national and state, of the whole nation showed loans and discounts of \$26,000,000,000 at the last general report. Twenty-six billions of current credit, increased by the general increase of the rate on general credit that has resulted from the stepping up of the rediscount rate, constitutes a tax on the public of \$400,000,000 a year, and taxes when we are seeking to get back to more normal tax levels and more normal operation of business should, if possible, be remitted."

Hon. W. I. Nolan, speaker of the Minnesota House, delivered an able address on Americanism. He said no one class was big enough to be the whole thing in America, and advocated such restrictions on immigration as would exclude the educated bolshevik and admit the honest laborer who can not pass an educational test.

point to another holding point such second holding point to be considered as final destination so far as concerns seller's guarantee of condition. All grain arriving out of condition to be applied on contract at a fair difference in value between grade of grain purchased and value of grain actually delivered at time of delivery and without reference to original contract price."

Eastern jobbers and dealers are working under a handicap at the present time owing to the fact that the majority of western dealers wish to sell their merchandise according to the rules of their own private exchanges. There may or may not be any objection to these rulings, but it is very difficult for an eastern jobber or dealer to familiarize himself with them or to be conversant with the changes as they are made from time to time.

Therefore, this committee recommends that everything possible be done by the various exchanges and the Grain Dealers National Ass'n to make these rules uniform wherever they pertain to interstate business. At all events, when the trend of the times is toward uniformity of rules, which is much to be desired, let our Ass'n be sure that it makes no rules which automatically make it impossible for any one section of the country to trade under same.

FEED.

The feed interests are composed of two distinct classes—the Jobber and Feed Dealer, and the Feed Manufacturer, whose interests are entirely apart.

The feed jobber and dealer have had in the past very little help from local organizations, and practically none in a national way. It is essential that the interests of the feed dealer and jobber be considered, and rules be adopted for their protection in carrying on interstate business. They should be represented on all important committees and on the Board of Directors. All local organizations should be affiliated with the Grain Dealers National Ass'n.

The feed manufacturers, however, have some very strong organizations of their own and a great deal of good has been done through them. They have worked hard in Washington on various bills pertaining to uniformity of laws, and through their efforts many irregularities have been straightened. It would be some time before our Ass'n could catch up with the work already done by these organizations in this respect, but this committee makes the following recommendations:

1. That the National Ass'n incorporate in its rules such articles as will best serve the feed manufacturers, and that they, too, be represented on the Board of Directors of the National Ass'n and on important committees.

2. That ingredients of manufactured feeds be described fully so that the consumer may know exactly what he is buying.

3. That manufacturers who have spent large sums of money on experimental work and advertising of certain brands of feed should not be obliged to divulge their private formulas.

4. That manufactured feeds should not be sold for future shipment with price guaranteed.

The report was accepted.

Pres. Goodrich: We have unfinished business with reference to the report of the Trade Rules Com'ite left over from yesterday's session.

Mr. F. E. Watkins: Regarding section C of rule 23, thus far the com'te can see no valid reason for adding this to our rules. It does not seem necessary to us.

Mr. Jno. S. Green: What was the result of the Country Shippers Group Meeting yesterday afternoon with reference to these rules?

Mr. F. G. Horner, Chairman of the Group Meeting of Country Shippers: The rules were all rejected at the group meeting. I will move the addition of Section C to rule 23 and section B to rule 5 as written here be rejected. (Motion carried.)

Mr. Watkins: This recommendation was handed to me this morning: Add section E to rule 4 to read as follows, "Section A of this rule shall apply in all cases whether a trade is agreed upon or not."

Mr. Green: This simply adds more words and will not help the rule. I move we lay this addition on the table. (Motion carried.)

Mr. Goodnow: I move that rule 38 be changed substituting the change recommended in my report for the Feed and Grain Joint Com'te.

Mr. E. Hutchinson: I oppose the change, for I believe this matter is for the individual contracts. If the buyer wants that privilege, let him incorporate it in his contract. A man selling to a group 3 point, Texas, guaranteed delivery, he must carry the hazard to that point, but if he sells it for Oklahoma City, for example, he wants to be relieved of liability at Oklahoma City. Burleson's slow mail service makes the other point, "twenty-four hours after notice by the railroad company," unsatisfactory.

Mr. C. D. Jones, Nashville: The resolution brings up the point of what shall be done with grain sold for a certain grade and arrives off grade. Can it apply on contract? It is possible that the car of grain might reach some point where it was absolutely unfit for any use of the buyer in his business, so without that elimination from the rule it would not do for us to adopt it, because we are going right square against the law of the land.

Mr. F. A. Coles, Middletown, Conn.: The common law of the land does not make it possible for a man to compel you to take anything which he has sold you that does not come up to grade. If car arrives out of condition a man can turn it down, and refuse to buy another. There should be some provision whereby the shipment can apply on the contract. As to the rule concerning diverting shipment, I favor it.

Mr. Watkins: We have a rule on off grades which would conflict with this if passed.

Mr. Goodnow: We do not have any means of inspecting cars when they arrive at such places as Deposit, N. Y., and if the car is found out of condition after forwarding to final point, we have no means of telling whether it was out of condition at Deposit, or not. Therefore, it is impossible to place the responsibility.

Mr. Jones: This proposed rule embodies two distinct matters, and I believe each should be taken up separately.

Mr. Geo. P. Bissell, Central City, Nebr.: I believe it would be better to have the matter referred to the Trade Rules Com'te.

Mr. C. H. Thayer, Chicago: If the car of grain is delayed in transit and arrives cool and sweet, and is allowed to be held 48 hours after notice, and then it may be delayed two or three days, it means that the car may get out of condition and be in bad condition when the buyer at last gets hold of it. In this case the seller is giving a double guarantee, and is unfair to the shipper. I move the resolution be tabled, as to that phase. (Motion carried.)

Pres. Goodrich: The other consideration is the application on contract of grain off grade at a difference.

Mr. Green: That is in conflict with another part of our trade rules and I move it also be tabled. (Motion carried.)

Dr. R. Magill, Winnipeg, was the bearer of a message of greetings and good will from Canada. He said in part: I hope that in the

not too distant future, you will arrange to hold one of these fine meetings in Winnipeg. It is the wish of my entire market. When they told us to come down here they warned us that perhaps we might be rendered uncomfortable by one or two things. Some of them had been reading American newspapers from which they gained the impression that Canadians were not very popular in the United States. I am glad to say that I have not met with any discourtesy while visiting here. We were told that the rate of exchange might cause some friction. The real trouble about the rate of Exchange is this: We are so fond of American goods that we buy far more from you than you do from us, this creates the favorable rate of exchange or balance of trade. However, we are not finding much trouble on that score. We like your goods and if we must pay you ten cents extra for every dollar's worth, we will be glad to help you along as long as it is necessary.

We were told also that the price of American wheat had been pulled down by Canadian offerings. We have about 250,000,000 bus. of wheat in Canada. We require 90,000,000 bus. for seed and bread for our own people. The balance we hope to export either in the form of flour or wheat. We have been selling wheat to the continent of Europe, to Canadian Mills and to the United States. We have sold practically none so far of our new crop to John Bull. Now, what is the quantity? When I read some of the papers down here I get the notion that we must have sold something like 100,000,000 bus to the United States during the past week. We haven't sold 8,000,000 bus, including flour from Canada to the United States of the new crop. The total amount of grain and flour we can ship to the United States is limited by the number of cars available, which is a very small number. The question is whether that 15,000,000 bus of wheat, including flour, all high grade, has smashed the price of wheat in Chicago, in Minneapolis, and then in Winnipeg and all over the world.

We grow very little corn in Canada, yet the price of corn has fallen. We grow no cotton in Canada, and cotton has fallen. We have no Henry Ford there, and Ford cars have fallen. We are not sure that the Canadian wheat or the American grain exchanges had anything to do with the fall in the price of wheat. It is a very ignorant view that will attempt to explain these things without looking at the vast world movement. If the price of North American wheat must be controlled by its export value, what is it going to do during the next winter?

We Canadians like to come down to your conventions. We like to have your speakers come to Canada to address us. We like the closeness of the two countries. We want no other, and we hope it will continue through the centuries.

E. C. Eikenberry, Camden, O.: I move a vote of thanks to Dr. Magill instructing him to convey the felicitations of the Americans to the fine body of grain men across the border.

President Goodrich thanked Dr. Magill for his message to the grain men, and then called for report of the group meetings held on Tuesday afternoon. Mr. E. C. Dreyer, St. Louis, chairman of the feed meeting, read the following report:

Feed Group Report.

As requested by the officers of the Grain Dealers' National Ass'n, a group meeting of individual feed jobbers was held Oct. 12 in the West Hotel, at which the following resolution and suggestions were adopted:

The feed men recommend that the Grain Dealers National Ass'n appoint a committee of ten to be composed of five millers and five feed men from different sections of the country to formulate rules and regulations pertaining to the sale and handling of millfeed.

In the event of the Grain Dealers National Ass'n deciding to appoint the committee as recommended above, the following suggestions are offered for the consideration of this committee:

1. That all transactions in millfeed be invoiced on the basis of net weights.

2. That an effort be made to induce the various exchanges of the country, likewise your Ass'n, to adopt the definitions on millfeed and feedingstuffs as made by the Association of Feed Control Officials.

3. That your Association go on record as favoring a uniform feed law applicable to all states.

4. Your committee should make inquiry from the various markets and for the sake of uniformity define what should constitute "prompt, quick and immediate shipment."

5. That a sale of millfeed does not, of necessity, mean that the feed will originate at the home address of the seller. It is recommended that zone markets be established so that where buyer asks for the information, zone origin can be given by the seller at time of sale. This would enable the buyer to determine approximately the time shipment might be in transit.

6. We recommend that your committee meet with a committee of the Millers' National Federation, also with a representative of the United States Department of Agriculture, to fix the responsibility for millfeed spoiling in transit.

7. After your committee has drafted rules and regulations which have been adopted by your Association, we recommend that your Association suggest to the various exchanges of this country that they in turn adopt these same rules and regulations so as to insure uniformity in transactions in millfeed.

E. C. Andrews, St. Louis, moved the adoption of the report. (Motion carried.)

F. G. Horner, chairman of the country shipper group meeting, next made his report. He said in part: There was a talk made on the hot water treatment of seed wheat by Russell G. East, county agent, Shelbyville, Ind. This was given to the Sec'y with the request that same be published. (See page 286, Aug. 10, 1920 number of Grain Dealers Journal.) I move that the resolutions, with the exception of those specifically referred to other com'tes, be referred to the Directors, for such action as they deem proper. Motion seconded by Mr. Metcalf and passed.

The third or terminal markets group meeting had no report to make.

In the absence of Mr. Washer, chairman of the crop reports com'te, the report was ordered printed in the minutes without being read.

The report of the Arbitration Appeals Com'te, read by Mr. E. Hutchinson, chairman of that com'te, follows:



Lord Baltimore Who Gave Away Oyster Tickets for H. E. Wack.

Report of the Appeals Committee.

The number of cases handled by the Appeals Committee were the same as for the preceding year, namely: sixteen, and on these we were unanimous in all of the decisions rendered, and the following are the results:

Number of meetings held by the Committee	2
Number of cases decided	16
Number of cases affirmed	10
Number of cases reversed	3
Cases where amount of award was changed	3
Total amount of claims	\$12,613.02
Amount of one counter claim	175 00
The amounts in litigation ranged from	\$37.78 to \$3,265.84.

The docket of the Appeals Committee is now cleared except one case which came to the Committee from the Secretary within the last ten days.

The principles involved in litigation that came to our Committee covered a wide range and many Trade Rules were implicated, and several technical points were brought out over which we have no rules. Needless to say in our deliberations we pay strict attention to the principles involved and lose sight of the amounts in litigation.

It seems to the members of this committee that several of the cases appealed should not have been sent to our Committee, for the reason that the awards of the lower committees were so just, according to the evidence submitted and their findings were so reasonable and clear, that it was useless to carry the cases further; however, we do not attach too much censure, for the reason that under our system of adjusting trade differences by arbitration it is only just and fair to give litigants full latitude in handling their cases as they deem best.

In justice to Arbitration Committees whose decisions are sometimes reversed, I want to say that often litigants in their reasons for appealing their cases, are allowed to introduce additional evidence to verify some points in their controversy more fully, and in some instances this evidence, thus introduced clarifies some points and causes a reversal, and while in justice to such committees it might be better to remand the case for rehearing, with the additional evidence, yet to save time in the adjudication of the cases, we have generally considered the cases in the light of all of the evidence and rendered a new decision.

Our experience the past year has not brought to light any very great need for a revision of Trade Rules, but such slight changes that we have seen the need of, we have referred to the Trade Rules Committee, and those we commend to your favorable consideration.

We have no definite recommendations to make to this meeting, and can only repeat the requests that have been made in nearly every report of the different Arbitration Committees in the past, and that is to confirm every trade made, and to carefully check over every confirmation received, and see that they say just what you expect to fulfill in the consummation of that trade, and if the confirmation does not say just what you expect to do, see that changes are made at once, and you will have thus stopped at the source a large per cent of arbitration, and the other point is, that every member of this Association, both direct and affiliated familiarize himself with our Trade Rules.

I wish to take this opportunity to express to our efficient Secretary, the thanks of our entire committee, for the manner that he has assisted us in the work of our committee, as we hardly think the system that he has devised of handling the papers, and the advance notices to the different members could be improved upon.

Mr. Thayer: I move the report be accepted.

Mr. Coles: I understood the chairman to say that in some cases the litigants were allowed to introduce new evidence on appeals.

Mr. Hutchinson: Perhaps I should have said *additional* evidence to clarify points. It does not receive new evidence.

Mr. Coles: I do not think the Appeals Com'ite has any right to receive new evidence. The case should be remanded to the arbitration com'ite.

Mr. E. D. Bigelow, Kansas City: Under the rules of our Board of Trade the appeals com'ite cannot take into consideration any new evidence, and I believe it is only fair to the arbitration com'ites that if the evidence sought to be introduced has any bearing on the decision, the case should be remanded to the Arbitration Com'ite. My experience is that a very great many cases grow out of loose contracts and careless trading.

J. W. Sale, Bluffton, Ind., read the report of the Com'ite on the President's Address. The report follows in part:

Report of Committee on President's Address.

We understand that under the motion creating this committee its duty is confined to the consideration of the specific recommendations contained in the report under the heading, "What We Stand For."...

1st: We heartily concur with the president in his recommendation that "we should insist upon the repeal of the law creating the Federal Trade Commission."

2nd: We approve and commend the recommendation of the president that when any change in the Federal grain standards becomes necessary they shall not thereafter be subject to revision or change for a period of two or three years.

President Goodrich's recommendation that the action of Secretary Meredith in providing a public hearing last April in the matter of certain petitioners desiring changes in the wheat grades be endorsed by this convention, has the hearty approval of this committee.

We are in accord with the suggestion of the president that the Association adopt a motto or slogan, which shall be "OUR COUNTRY FIRST," and recommend action by this meeting.

This committee, therefore, recommends that the Resolutions Committee be requested to prepare and submit to the Association before adjournment of this annual convention such formal resolutions as may be necessary to carry out such recommendations of the president as have the approval of this special committee as outlined above.

Pres. Goodrich: I believe there should be a com'ite to formulate the policy of the Association. I believe they should be given some authority not only to recommend, but to act and relieve the President from some of the many details he has to perform.

Mr. Bissell: Could not the Executive Com'ite appoint a sub-com'ite to handle this work?

Pres. Goodrich: Yes, I believe that can be done.

J. W. Sale: I fear our by-laws are becoming crude and ineffective in many ways. I move the President be instructed to appoint a com'ite to confer on the by-laws of this organization compared with other large trade organizations, and to make recommendations and possibly bring in a new set of by-laws for consideration at the next annual meeting. Motion carried.

Geo. E. Booth, Chicago, announced the International Live Stock Show and the Hay and Grain Exposition, to be held in Chicago, Nov. 27 to Dec. 4, inviting all.

G. E. Patteson, Memphis, chairman of Arbitration Com'ite No. 4, read the following report:

Report of Arbitration Committee No. 4

Total cases submitted for arbitration, 11; cases decided, 10; cases pending, 1.

The members of this Committee reside in widely separated cities which has made it very difficult for regular meetings to be held.

We respectfully suggest that some definite arrangement should be made for regular meetings of committees and to that end committee-men should be selected who reside in easy communication with each other. Agreements by mail without personal exchange of views are exceedingly difficult unless cases are so clear that the merits are obvious; and such cases are rarely submitted for arbitration.

Difficulty has been experienced by this Committee in some cases owing to conflicting definitions in different localities of certain kinds of mill feeds. Clear definitions, and adoption of uniform trade names for such products are recommended.

H. W. Reimann of Shelbyville, Ind., in the absence of George Bridges, Chicago, chairman of Arbitration Com'ite No. 2, read the following report:

Report of Arbitration Committee No. 2

Thirteen cases were submitted to the Committee during the year, on which decisions have been rendered.

It is recommended by this Committee that the members of this Association follow more closely trade rules, thereby minimizing the liability of disputes between members regarding transactions.

It is also recommended by this Committee, where it is found necessary to submit differences for adjustment by arbitration, that you endeavor to make your statements as concise

as possible; that you submit as much documentary evidence as you can produce, leaving out all matter irrelevant to the case in hand, thereby avoiding a needless expenditure of time by your Committee, and also aiding them considerably in rendering a fair and equitable decision.

Joseph Quintal, Montreal, Quebec, chairman of the International Relations Com'ite, was unable to attend the convention owing to illness, but sent a letter of regrets, also stating that no questions of importance had come before the com'ite during the past year. His letter states in part: It should not be inferred from this that the creation of such a com'ite was unjustified. The grain trade is barely emerging from the chaotic conditions of war, and many problems of International character still have to be solved.

Sec'y Quinn: The cities asking for the next convention, are New Orleans, Galveston, St. Joseph, San Francisco, New York City, Atlantic City and Chicago.

Mr. H. H. Haines, of the Galveston Chamber of Commerce, appeared before the meeting to personally invite the association to hold its next meeting in the Texas city.

Mr. Eikenberry: I move that the matter of selecting the next convention city, be referred to the Board of Directors for their action. Motion carried.

Pres. Goodrich: There is no report from the Demurrage Com'ite or the Hay and Grain Com'ite. We will now hear the report of the Resolutions Com'ite.

Leslie F. Gates, Chicago, chairman of the Resolutions Com'ite, read the following resolutions, all of which were adopted:

Resolutions.

THANKS.

WHEREAS: The cordial welcome and the many gracious courtesies extended to the members and friends of the Grain Dealers National Association during our stay in this beautiful city have added greatly to our pleasure and comfort, impressing upon our memory the hospitality of your generous people.

RESOLVED: That a vote of thanks be extended to the ladies of Minneapolis and others, including the Chamber of Commerce and all the Committees that have added so much to the enjoyment of every moment of our too brief stay in this, one of the beautiful Twin Cities of the splendid State of Minnesota.

RESOLVED: That we wish to extend our thanks to each and every one who delivered addresses and otherwise assisted in making our program both interesting and profitable to all, and

RESOLVED: We wish to especially express our thanks to Mr. Peter W. Collins, Hon. John J. Esch and Mr. Harry A. Wheeler for their splendid and appropriate addresses on the vital topics of the day delivered in an interesting, comprehensive and masterful manner, profitable and enjoyed alike by all who were favored with the opportunity of hearing them.

WHEREAS: The Horse Ass'n of America, a non-profit corporation with headquarters at Chicago, Ill., is carrying out a nation-wide campaign to increase the use of horses and mules wherever such use will increase the efficiency and reduce the cost of work and a nation-wide campaign to increase the production of the really efficient types of horses, at the same time discouraging a production of inferior animals, for which there is no satisfactory market, and

WHEREAS, We are clearly of the opinion that the interests of Grain Dealers are directly affected by such campaign, both from the standpoint of markets and from the standpoint of cheap production, and therefore, be it

RESOLVED: We, the members of the Grain Dealers National Ass'n, assembled in Annual Convention at Minneapolis, this 13th day of October, 1920, do hereby officially endorse the Horse Association of America and the campaign it has undertaken, hereby instructing our officers to take ten shares at Five Dollars (\$5.00) per share per year for three (3) years in said Horse Association of America in behalf of our Association, and that our President be empowered to appoint a representative from the Grain Dealers' National Ass'n to serve on the Advisory Board of the Horse Association of America, and, be it further

RESOLVED: That we hereby urge upon all grain dealers throughout the United States to invest directly in the Horse Association of America in liberal measure, thereby giving direct financial and moral co-operation to the work which the Horse Association of America is conducting, which is of direct benefit to the interest of all grain dealers.

IMPROVEMENT OF WATERWAYS.

WHEREAS: The congestion of freight on the transportation lines of the country during the past two years, due to increased volume of traffic and delays in movement caused by war conditions has demonstrated that the present facilities are inadequate, and

WHEREAS, The Interstate Commerce Commission has granted a substantial increase in both freight and passenger rates which will enable the carriers by rail to give more efficient service, and

WHEREAS: It has been fully demonstrated that there is more tonnage in the country than can be handled by the rail carriers, be it

RESOLVED: By the Grain Dealers' National Ass'n in convention assembled, that the coordinate branch of transportation over our great natural waterways should be utilized through improvements by both the general Government and the various states, to the end that the products of our country should have prompt and efficient movement. Be it also

RESOLVED: That we request and urge Federal, State and Local Governments to encourage and promote the improvement of the highways of the country to facilitate the movement of our crops from the farm.

CONDEMN APPEALS TO CLASS PREJUDICE.

WHEREAS: A World War, with its consequent unsettlement of conditions affecting agriculture, industry, business, finance and transportation, brought about subsidies, price fixings, preferential credit and transportation by government agencies, both at home and abroad, so interfering with the natural operations of the law of supply and demand in the marketing and distribution of all commodities, and

WHEREAS, In the necessary readjustment from war-time conditions and control governmental agencies are still active in attempts, through control of transportation and of credits and through discouragement of normal buying, to artificially hasten a return to more normal business conditions, and

WHEREAS, The inequities arising out of such activities tend toward unsettlement of the public mind, discouragement of individual initiative, stimulation of class prejudice and hatred and even toward promotion of un-American political doctrines, and

WHEREAS: Agitators and demagogues are taking advantage of these conditions to enflame the public mind and to distort economic truths in order to accomplish their own selfish purposes, and

WHEREAS: The methods and propaganda used for these purposes have accentuated rather than minimized the ills incident to the necessary economic adjustments following war-time conditions; therefore, be it

RESOLVED, That the Grain Dealers National Association deplores all activities calculated to hasten or to interfere with a natural and orderly readjustment of economic conditions, and

RESOLVED, That we unqualifiedly condemn unpatriotic and un-American appeals to class prejudice and for class legislation through misrepresentation of economic truths, and

RESOLVED, That through our membership we commend to all classes of citizens great patience, conservative thought and sound judgment to the end that the burden of a world-war, for which we have not yet fully paid, may be borne by all citizens equitably and without such discontent as would lead them to give willing audience to those un-American agitators who would take advantage of present conditions to accomplish the overthrow of American institutions.

REPEAL LAW CREATING FEDERAL TRADE COMMISSION.

WHEREAS, The Federal Trade Commission was created because, as stated by President Wilson, "The business men of the country desire something more than that the menace of legal process be made explicit and intelligible. They desire the advice, the definite guidance and information which can be supplied by an administration body, and interstate trade commission"; and,

WHEREAS, After the bill creating the Federal Trade Commission had been passed President Wilson stated that, "A Federal Trade Commission has been created with powers of guidance and accommodation which have relieved business men of unfounded fears and set them upon the road of hopeful and confident enterprises"; and,

WHEREAS, Business men had, therefore, the right to expect friendly co-operation, assistance and guidance from the Federal Trade Commission; and,

WHEREAS, Wide-spread dissatisfaction now exists concerning the attitude of the Federal Trade Commission toward business, and grave doubts are entertained by a large proportion of business men concerning the usefulness of the Federal Trade Commission; therefore, be it

RESOLVED, That the Grain Dealers National Ass'n petition the Congress of the United States to repeal the law creating the Federal Trade Commission.

TRY FEDERAL GRADES THREE YEARS BEFORE CHANGING.

WHEREAS, Frequent changes in specifications for grain under the Federal Grain Standards Acts are likely to cause dissatisfaction among producers and great confusion in the grain trade; therefore, be it

RESOLVED, That we petition the Secretary of Agriculture to provide that when revisions or changes in grain grades become necessary, that the grades so changed shall not be thereafter changed within a period of less than three years, and

RESOLVED, That, at the same time, we express to the Secretary of Agriculture our appreciation of the public hearing granted in April of this year in regard to suggested changes in the wheat grades.

TRANSPORTATION TAX ON EXPORT GRAIN.

WHEREAS, Resolution adopted by the St. Louis Convention of this Association instructing the Legislative Committee to secure the passage of an amendment to the Revenue Act that would exempt from Transportation Tax the inland movement of export grain from shipping point to port of export, resulted in two bills, S. 4027 and H. R. 13015, being introduced at the last session of Congress, and

WHEREAS, Despite the strenuous efforts of the Legislative Committee to secure the enactment of these bills, same were left over, due to the volume of important legislation which burdened the last Congress, and

WHEREAS, The members of this Association continue to suffer through inability to comply with the onerous regulations of the Treasury Department now necessary to secure the exemption to which they are entitled, be it, therefore

RESOLVED, That the Legislative Committee be further instructed to seek the introduction of bills similar to S. 4027 and H. R. 13015 during the coming session of Congress.

Pres. Goodrich: I believe a publicity com'te should be appointed to put the grain business in the best attitude possible before the public. I don't believe there is any business so little understood by the public and by the newspapers as the grain business. My suggestion would be that this com'te might be formed of the secretaries of the various exchanges.

Mr. H. B. Dorsey: I move the by-laws be amended so as to provide for such a com'te, and that such a com'te be created by this organization. Motion carried.

Mr. E. M. Wayne, Delavan, Ill.: The com'te deemed it wise to make an addition of two instead of one, making six arbitration com'tes instead of four. I move the adoption of the report. Adopted.

Dick O'Bannon, Claremore, Okla.: There is a fear among many in the trade that the National Ass'n will force them to arbitrate their differences, thru the Ass'n channels. The com'te therefore made an addition to one rule to clarify this point. The addition recommended is "except in cases where disputants mutually agree to exchange arbitration, in which case this Ass'n will recognize such arbitration."

Sec'y Quinn: A number of the Eastern exporters resigned from the Ass'n merely because they believe they would be forced to arbitrate any difference with any member of the Ass'n. It was not clearly stated in the rules that exchange arbitration would be satisfactory.

Mr. Green: I see no objection, it merely clarifies one point already known to most of us. I move the adoption. Motion carried.

Lee G. Metcalf, Illiopolis, Ill., presented Pres. Goodrich with three parting gifts from the members of the ass'n as a token of the high esteem in which he is held, and also in appreciation of the splendid work he has done for the Ass'n during the two years he has served as its President. The presents given Mr. Goodrich were a diamond scarf pin, leather traveling bag, and leather bill folder.

The President deeply moved by the presentation responded to the speech of presentation, and thanked the members for their kindly consideration and tokens of esteem.

The report of the Nominating com'te was adopted as read by Chairman Eikenberry. The new officers elected are:

Report Nominating Com'te.

Your Committee on nominations begs leave to report that it recommends for the ensuing year the election of the following officers:

President—B. E. Clement, Waco, Texas.
1st V. P.—F. E. Watkins, Cleveland, Ohio.
2nd V. P.—D. M. Cash, Indianapolis, Ind.

Directors for two years: J. W. McCord, Columbus, O.; J. J. Rammacher, Buffalo, N. Y.; H. L. Shellenberger, Geneseo, Kan.; Lee Davis, Scranton, Iowa; W. T. Hale, Jr., Nashville, Tenn.; Elmer Hutchinson, Arlington, Ind.; Lee G. Metcalf, Illiopolis, Ill.; Earl M. Combs, Chicago, Ill.; John S. Green, Louisville, Ky.; William Randels, Enid, Okla.; W. W. Manning, Fort Worth, Tex.; Frank L. Clark, Portland, Me.; W. Carey Cook, Fort Collins, Colo.; L. W. Forbell, New York, N. Y.; Geo. P. Bissell, Central City, Neb.

Directors for one year—H. B. Fowler, Charlotte, N. C.; A. J. Ames, San Francisco, Cal.; Henry E. Wack, Baltimore, Md.; W. B. Bashaw, Montreal, Can.

President-Elect Clement was escorted to the chair where he gave a short talk, assuring the members of his best efforts while in office, and asking for the cooperation of all the directors and members.

Adjourned *sine die*.

Convention Notes.

Covan-Dockage tester was shown by Cuthbert Mfg. Co., Mr. Isacs was the demonstrator.

Moline Mill Mfg. Co., with J. A. Gerwin as representative showed its new type elevator buckets.

W. Carey Cook of Ft. Collins, Colo., besides being elected a director carried home a card entitling him to eight gallons of oysters.

Fulton Bag Co. had a room in which they displayed samples of cotton and other raw materials at the various stages of its use in making bags.

Hickok Construction Co., with an elaborate display of photographs, had an interesting booth at the West Hotel. H. M. Hickok was present to explain the details of his construction work.

Carter-Mayhew Mfg. Co. had one of its disc-separators set up and running, showing the operation of their grain separating machine. R. J. S. Carter and J. H. Mayhew were both present.

Lamson Bros. & Co. held open house in a suite of rooms adjoining the convention hall of the West Hotel where they maintained direct wire service from the Chicago Board of Trade, furnishing continuous quotations.

The Globe Machinery and Supply Co. maintained a display during the convention showing a working model of the Combination Auto-Truck and Wagon Dump. H. E. Miller and F. S. Harshbarger were in charge of the display.

SOUVENIRS distributed were: French Ivory letter opener by Sheffield Elevator Co., whet stones by Carter-Mayhew Mfg. Co., and White Grain Co.; tape measures by Walter M. Browne; combination pencil and pen by Hodgenson-Davis Grain Co.; Leather Note Book by Picker & Beardsley; cigar lighter and a bottle of Rye for the men and hand mirror for the ladies from Bert A. Boyd; miniature cow bells at the banquet given by Urmoston Grain Co.; key tags and bulometers by the Grain Dealers Journal; Pencils by Halliday Elevator Co.

Following up his cheer of "Baltimore, Baltimore, Raw, Raw, Raw," H. E. Wack of Henry E. Wack and Co., offered 51 gallons of raw oysters free to holders of lucky number cards distributed among those in attendance. All were enthusiastic over the advertising stunt, for they knew that oysters from Baltimore are REAL oysters. There were ten prizes offered ranging from 10 to 3 gallons of oysters freight prepaid. Here are the lucky numbers. If you kept your card check up on the winning numbers, perhaps you own a few gallons of oysters.

THE DES MOINES Board of Trade was much in evidence at all times, especially the times when you would least expect to be reminded of the Iowa market. The delegation

of live Des Moines dealers maintained headquarters in a room on the Balcony floor of the West Hotel where they passed out souvenirs by the hundreds. Among the souvenirs distributed, with the name of the Des Moines Board of Trade imprinted on each article, were squawkers, balloons, horns, whistles, airplanes, confetti, bridge and 500 score cards and candy for the ladies. Ed. Hawkins, the vaudeville monologist at the Orpheum on "Grain Dealers Night" caught the Des Moines fever and called on the delegation to sing "Iowa." He also tipped off the crowd, confidentially, that the Des Moines Board of Trade had on option on the Bathing Girls who appeared in a previous act. It seemed that there was no time when the Des Moines boys were not in front.

On Monday evening the visiting grain men and their wives were entertained at the Orpheum theatre, where a good vaudeville bill was enacted before a theatre reserved for grain men only. The evening was enlivened by a few songs from the audience, as well as "grain-jokes" by the actors.

At a meeting of the Board of Directors, immediately after the adjournment of the Convention, the following were selected to serve with the President and Secretary as an executive committee for the ensuing year: Chairman J. W. McCord, Columbus, O.; E. Hutchinson, Arlington, Ind.; P. E. Goodrich, Winchester, Ind.; Lee G. Metcalf, Illiopolis, Ill.; John S. Green, Louisville, Ky. Charles Quinn, of Toledo, was re-elected Secretary.

Shippers Help Speed Car Movement.

The Ass'n of Railway Executives speaking of the work of the various carriers in speeding up the cars on American roads recently said: "In many cases carriers frankly admit, that what they have accomplished toward greater movement was the result of the helpful co-operation of the shippers and the general public."

A summary of the accomplishments show that the carriers with the assistance of the shippers were able to move freight cars during July at an average of 25.7 miles per day compared with a 21.3 mile per day movement in July, 1919.

To INCREASE ITALIAN wheat acreage, the Italian government is to give prizes for the production of wheat (1) on poor land (2) in the invaded sections in the north of Italy (3) in the grape producing sections of southern Italy.

The Ladies.

The ladies at the G. D. N. A. Convention did not become as well acquainted as usual, perhaps because they were scattered at several hotels. There seemed to be a sparse sprinkling of the fair sex until the luncheon at the Lafayette Club brot out one hundred and fifty or more, many acquaintances showing surprise at discovering one another.

The social side of any organization is always important in augmenting good will and good fellowship. The ladies were most appreciative of their trip around the colorful environs of Minneapolis. Special cars were chartered which took the ladies to Lake Minnetonka, there three boats took the party across that beautiful body of water, thus giving a panoramic view of its remarkable shore.

Altho the lake is only nine miles long, there is said to be three hundred miles of shore line, affording charming locations for summer homes, where Dame Nature has done the landscape gardening. Such masses of brilliant red sumac, groups of gorgeous golden birches, and the autumn bronzes brot exclamations of delight.

The party landed at the Lafayette Club, summery, exclusive and picturesque, where a most toothsome luncheon was served. Squires orchestra of seven pieces furnished live, lilt-ing music, and many danced—secretly wishing that the gentlemen could have been there also.

Another boat trip around treasure troves of islands whose gold was reflected in the water; another trip homeward thru brilliant woods and past lovely lakes made many say "This must be a charming city in which to live."

On Monday evening the ladies attended the Orpheum Theater with the gentlemen, a show which would make Aphrodite herself blush.

On Tuesday evening they banqueted with the men and had a jolly time, with the unique surprises so generously provided by the Entertainment Com'ite.

TWO HUNDRED and twenty-five ships passing thru the Panama Canal in July had total tonnage of 856,798 tons.

THE AMERICAN CO-OPERATIVE ASS'N of Milwaukee, Wis., having 78 branches and 14,000 stockholders, was thrown into the hands of a receiver Oct. 19 on petition of the Jung Shoe Co. The liabilities are said to be \$400,000. The Ass'n was organized in 1915 at Wausau, Wis., and grew rapidly until it became the largest farmers' general business ass'n in the United States.

Chief Grain Inspectors at Minneapolis.

Meeting of Chief Grain Inspectors.

The annual meeting of the Chief Grain Inspectors National Ass'n was held Oct. 12 at Minneapolis, in connection with the convention of the Grain Dealers National Ass'n.

The treasury contains a surplus and the affairs of the organization are in a flourishing condition. Four new members were admitted at the meeting: Walter Fowler, H. F. Hanks, R. Gibbs, and John Lynn. The names of all the inspectors at the Minneapolis convention are given in the legend under the group portrait on this page.

E. H. Culver, Toledo, was elected pres., G. H. Tunell, St. Paul, vice-pres., and F. B. Tompkins, Peoria, sec'y-treas.

A com'ite composed of Jas. T. Bradshaw, Kansas City, Lee D. Irving, Louisville, and Seth Catlin, Boston, was appointed to draw up a resolution urging the Department of Agriculture to make a change in the corn screen used in grading. The following resolution has been sent to Sec'y Meredith:

RESOLVED, That the Chief Grain Inspectors National Ass'n, in the annual conference at Minneapolis, Minn., Oct. 12, 1920, recommend to the Honorable Secretary of the United States Department of Agriculture, and thru him to the Chief of the Bureau of Markets, that the rule for grading shelled corn be changed or modified at the earliest date possible to permit the use of 12/64 screen instead of the 14/64ths inch screen now in use to ascertain the percentage of foreign material in grading shelled corn.

This recommendation of the chief inspectors of the various terminal markets of the United States is made and urged on the ground that the 14/64 screen is too large, permitting an excessive amount of cracked or broken grain that is classed as foreign materials under the present United States standard for grading shelled corn.

RESOLVED, That the Secretary of this Ass'n be instructed immediately to furnish the Secretary of Agriculture and the Chief of the Bureau of Markets with a copy of this resolution for their early consideration and for such investigation and action that they may deem proper in the matter in fairness and justice to both sellers and buyers in the grading of shelled corn under the United States Standards and federal supervision in every official inspection market.

GERMANY MUST IMPORT 2,000,000 tons of breadstuffs in the coming year is the announcement of the German Grain Department.

IN VIEW of the corn and oats production exceeding last year's supplies by what will probably be about 500 million bushels, and the more or less headlong declines in woolens, rubber, steel, leather, cotton, coffee, sugar, lumber, automobiles and what not, the decline in coarse grains is not so astonishing. A readjustment was inevitable.—Quinn-Shepherdson Co.



Front row, left to right: R. Gibbs, Minneapolis, Minn.; Seth Catlin, Boston, Mass.; E. H. Culver, Toledo, O., Pres.; Geo. H. Tunell, St. Paul, Minn., Vice-Pres.; F. B. Tompkins, Peoria, Ill., Sec'y-Treas.; G. F. Munson, Cincinnati, O.; J. S. Hart, Kansas City, Kan.
Second row: D. H. Larkin, Baltimore, Md.; H. F. Hanks, Terre Haute, Ind.; John Lynn, Philadelphia, Pa.; M. C. Fears, Kansas City, Mo.; John Winn, St. Joseph, Mo.; Walter Fowler, Omaha, Neb.; A. A. Breed, Milwaukee, Wis.
Rear row: J. A. Noble, Chicago, Ill.; Lee D. Irving, Louisville, Ky.; S. A. Holder, Indianapolis, Ind.; W. S. Powell, Cairo, Ill., and J. T. Bradshaw, Missouri State Warehouse Commissioner, Kansas City, Mo.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

CALIFORNIA

San Francisco, Cal.—The Morgan Grain Co. has opened offices in this city on California St. T. E. Morgan is pres.; H. G. Sibley, sec'y, and A. H. Anderson, treas.

El Toro, Cal.—F. E. and J. H. Moore have purchased the warehouse of Louis Moulton and expect to establish a grain business at this station some time in 1921.

CANADA

Montreal, Que.—The Judge Grain Co. has recently been registered.—B.

Frobisher, Sask.—L. Lundquist, of Estevan, has opened a new elevator here.

Alvinston, Ont.—Wm. Hodgins has sold his grain business to Hayes Bros. of Listowel.—B.

Toronto, Ont.—D. O. Ellis, grain dealer, has been elected a director of the Canada Bread Co.—B.

Lenora Lake, Sask.—The Goose Lake Grain Co. is completing the 3'd new elvtr. at this station.

Vancouver, B. C.—Norman McLennan is building an addition to grain elvtr. at cost of \$10,000.—B.

Roleau, Sask.—The Malden Elvtr. Co. is building an addition to its elvtr. which will double its capacity.

Ft. William, Ont.—The N. M. Paterson Grain Co. is building a new office and expects to move into it Nov. 1.

Cheltenham, Ont.—The mill and elvtr. of Thomas H. Elliott, containing 2,000 bus. of wheat, burned recently.

Viceroy, Sask.—The elvtr. of the Saskatchewan Co-op. Elvtr. Co., containing 15,000 bus. of wheat, burned recently.

Toronto, Ont.—C. R. Van Matter & Co. have moved in the new large and commodious offices in the Dominion Bank Bldg.

Toronto, Ont.—F. B. Ham, formerly with the Western Canada Flour Mills Co., Ltd., is now with C. R. Van Matter & Co.

Regina, Sask.—The capital stock of the N. Bawlf Grain Co., Ltd., has been increased from one to two million dollars.—B.

Moose Jaw, Sask.—The new reinforced concrete elvtr. of the International Milling Co., 30x60x225 ft. high, is nearing completion. It was designed and erected by the Pegles Cons. Co.

Calgary, Sask.—The Board of Grain Commissioners will consider a reasonable advance in storage charges made by the local and terminal elvtrs. according to Geo. Langley, Minister of Municipal Affairs and a director of the Saskatchewan Co-op. Elvtr. Co.

Ft. William, Ont.—The Board of Grain Commissioners have no knowledge of any order announcing that "no mixing of grain would be allowed after Jan. 31, 1921," as alleged in this column Sept. 25.—R. Hetherington, sec'y, Board of Grain Commissioners for Canada.

Tilsonburg, Ont.—The Canadian Cereal Co. suffered a heavy fire loss when its kilns, mill and big elvtr. were completely destroyed. The fire started in the kilns and despite the fire wall swept into the mill and later spread to the elvtr. The total loss is placed at \$500,000.

Ottawa, Ont.—Commissioner Jones of Fort William, a member of the Board of Grain Commissioners, has sent his resignation to Sir George Foster, Minister of Trade & Commerce, as a result of a difference of opinion between the Board and the Civil Service Commission in reference to making temporary appointments to the staff of the Board of Grain Commissioners. It has not been accepted.

Cudworth, Sask.—The Beaver Elvtr., owned and operated by the Donald Morrison Co., of

Winnipeg, burned Oct. 8. The house contained 21,000 bus. of wheat and flax and there is very little left of value. The loss is partially covered by insurance. The blazing elvtr. fell across the Grand Trunk tracks and blocked the traffic for a number of days.

Toronto, Ont.—The Dominion Millers Ass'n strongly opposed the application of the elvtr. interests for an increase in elvtr. charges on grain at a recent hearing before the Board of Grain Commissioners at a meeting recently. The ass'n claimed that the move to add ¼¢ per bus. to the present charges was backed chiefly by the Canadian Pacific Railway. The board heard arguments for and against the proposed increase and reserved its decision until later, in order to permit the elvtrs. to submit data in support of the desired increase.

WINNIPEG LETTER.

P. N. Gray & Co. of New York, N. Y., opened an office in this city.

Winnipeg, Man.—P. N. Gray & Co., Ltd., incorporated for \$100,000.

The Saskatchewan & Western Elvtr. Co. has bot the elvtr. of the Sterling Elvtr. Co.

Davidson & Smith of Vancouver, B. C., contemplate the establishment of a branch office in this city.

Winnipeg, Man.—Reesor & Clark Grain Co., Ltd., has been incorporated with a capital stock of \$50,000.—B.

Winnipeg, Man.—The Gillespie Terminal Grain Co., Ltd., has been incorporated with a capital stock of \$500,000.—B.

The Willard-Cummings Commission Co. of Calgary, Alta., has opened an office in this city in charge of George McIvor.

COLORADO

Denver, Colo.—We have discontinued handling grain.—C. J. Pearson.

Sedgwick, Colo.—The Lexington Mill & Elvtr. Co. of Lexington, Neb., has let contract for the rebuilding of its elvtr. at this station, which recently burned.

Colorado Springs, Colo.—The R. B. Liles Grain Co. incorporated for \$70,000 by R. B. Liles, pres.; Olyn D. Hemming, vice-pres.-treas.; and Chas. A. Black, sec'y.

Greeley, Colo.—Preliminary announcements have been made regarding the prospective construction of a 600-bbl. mill some time in the future. We cannot give definite information about details. The entire matter is in process of consideration.—The Model Flour Mills.

Denver, Colo.—Officers of the Midland Cereal Products Co., which has recently completed a reinforced concrete cereal factory at Brighton, are: E. L. Kinsley, pres.; W. Shank, vice-pres.; James Macaskill, treas.; E. E. Smith, sec'y, and R. H. Martin, gen. mgr. The company has 300,000 bus. wheat storage capacity.—H. F. Leonard, purchasing agt.

Ft. Collins, Colo.—Our new concrete elvtr. will be completed and in operation in about ten days, 30x30 ft., 124 ft. high, cap. 40,000 bus., with wagon dump, cleaner, feed grinder, 2 stands legs, 1,500 bu. per hour each, car puller, power shovel, 1,200-bu. hopper scales, 5-h.p. motor, two 10-h.p. motors, one 5-h.p. and one 2-h.p. motors. Plant on C. & S. tracks. J. C. Burrell Co., contractors.—The Moody Warren Commercial Co.

IDAHO

Sandpoint, Ida.—The Farmers Supply Co. is building hay sheds adjoining its elvtr.

Peck, Ida.—We have retired from the grain trade and are leaving this city.—Magill & Gurnsey.

Genesee, Ida.—D. E. Thomas has succeeded F. J. Cornish as mgr. for the C. E. Wood Co., Mr. Cornish resigning.

Pocatello, Ida.—The district court discharged the receiver appointed for the Pocatello Milling & Elvtr. Co. in September, Oct. 16, as the company is now said to be in a position to take care of its affairs and to be financially sound.

ILLINOIS

Fillmore, Ill.—The Farmers Elvtr. Co. has a new switch track.

Tremont, Ill.—Harold Dean has sold his elvtr. here to Chris Knapp.

Rochester, Ill.—The B. & B. Farmers Grain Co. has bot a 2½-ton truck for local use.

Decatur, Ill.—We expect to operate our new elvtr. within 30 days.—Deweine-Hamman Co.

Canton, Ill.—The elvtr. of the Farmers Co-op. Grain & Supply Co. is under construction here.

Ogden, Ill.—We have bot the elvtr. at this station.—A. H. Shelby, mgr., J. S. Coon Grain Co.

St. David, Ill.—The Farmers Elvtr. Co. has installed motors and is now operating by electricity.

Laura, Ill.—The Farmers Elvtr. Co. has been organized here and will be incorporated for \$40,000.

Ipava, Ill.—We will build a new tile and concrete warehouse, 30x36 ft., with basement.—Farmers Elvtr. Co.

Rutland, Ill.—The Rutland Co-op. Elvtr. Co. has bot the elvtr. of C. L. Foucht and will incorporate for \$40,000.

Norris, Ill.—The Farmers Elvtr. Co. is building a new brick warehouse with full basement, adjacent to its elvtr.

Watseka, Ill.—The Farmers Grain Co. has bot the mill of Chas. Troup and will operate it in connection with its elvtr.

Emden, Ill.—Wm. A. Komminck, mgr. of the Farmers Grain Co., was married recently to Miss Katherine Horn at New Berlin.

Belleflower, Ill.—The new elvtr. of the W. F. Bradbury Co. has been completed. Work on the switch track will be finished soon also.

Lake Fork, Ill.—The Farmers Elvtr. Co. is an assured fact, it would seem, as most of the capital stock required has been subscribed.

Cairo, Ill.—Mrs. Anise Hastings, widow of Samuel Hastings and mother of Ora B. Hastings, pres. of the Sam'l Hastings Co., died Oct. 10.

Ohlman, Ill.—Martin Virden, mgr. of the Umpleby Grain Co. here, has moved to Pana, but will still continue to manage the elvtr. at this station.

Colfax, Ill.—The old East Elvtr. of the Colfax Grain Co. was recently sold at public auction for \$215. A. A. Miller is the new mgr. of the company.

Long Creek, Ill.—Keith DeVore has succeeded me as mgr. for the LaPlace Farmers Co-op. Co. here.—J. D. Mitchell, mgr., Farmers Elvtr. Co., Ipava.

Urbana, Ill.—A. D. Ricketts, for many years a grain dealer in this vicinity, died recently at a Chicago hospital after a minor operation followed by pneumonia.

Oneida, Ill.—Work on the new elvtr. of the Farmers Co-op. Co. is progressing rapidly. The concrete work has been started and work is being pushed night and day.

Ashkum, Ill.—We are practically out of the grain business, having sold all our elvtrs. The new firm of R. R. Meents & Son succeeded us at Clifton.—M. R. Meents & Son.

Montgomery, Ill.—Work has been started on the new 80,000-bu. reinforced concrete elvtr. of the C. B. & Q. R. R. The Burrell Engineering & Construction Co. has the contract.

Clarksdale, Ill.—The plant of the Pratt-Baxter Grain Co. burned Oct. 17. The loss included 100 bus. of wheat, 6,000 bus. of corn, and large quantities of farm supplies, lumber, etc.

Augusta, Ill.—The new elvtr. of the Farmers Elvtr. Co. was recently dedicated. Exercises were held at which the principal speaker was A. N. Steinhart, former sec'y of the Illinois Farmers Grain Dealers Ass'n. A banquet was served and the elvtr. inspected by all present.

Ballard (Chenoa p. o.), Ill.—Howard Grotevant, for the last 9 years mgr. for Boughton & Harlan at Ocoya, has been transferred to the company's house here to succeed Harry Merri-
rick.

Longview, Ill.—Paul Kuhn & Co. now operate two elvtrs here. Their own and the elvtr. of J. W. Irwin & Co. J. C. Deere, who owns the Irwin interests, is agt.—P. T. Madigan, mgr., National Elvtr. Co.

Buffalo, Ill.—J. E. McCann Grain Co. incorporated for \$20,000 by J. E. McCann, E. L. Crane and L. W. Young. The company will operate the elvtr. recently bot by Mr. McCann from the Conover Grain Co. Mr. Young is mgr.

Manito, Ill.—Lewis Worner, formerly mgr. of the Minier Co-op. Grain Co., Minier, has succeeded W. E. Heyle, who has been mgr. for the Grangers Elvtr. Co. here for 14 years. Mr. Heyle resigned and will move to Peoria.

Belvidere, Ill.—We are building a 50,000-bu. elvtr. and a 150 to 200-ton mixed feed plant on the C. & N. W. R. R. in this city which is a transfer point. E. Pennington will be our representative.—Rogers Grain Products Co.

Dwight, Ill.—Carl Shafer has succeeded Frank Gibbons, with whom he worked for several years, as mgr. for the Farmers Co-op. Elvtr. Co. Mr. Gibbons recently bot 2 elvtrs. at Nevada and has gone to that city to manage them.

Newman, Ill.—The Farmers Grain & Lumber Co. is wrecking the ruins of its elvtr. which burned recently and as soon as the debris is cleared away will build a 75,000-bu. concrete and steel elvtr. and new and modern lumber sheds.

Lanesville, Ill.—Russell L. Leonard has been re-elected as mgr. for the Farmers Grain Co. He resigned last spring to take care of his farm work but the company asked him to come back. He succeeds E. H. Coe, who has filled the position since his retirement.

Moweaqua, Ill.—The Farmers Co-op. Grain Co. has had an unpleasant experience with the state tax office. The office sent a deputy to collect the tax alleged to be due, and much to its surprise the company presented him with a receipt dated last April showing that the tax had been paid in full. Investigation showed that it had never been credited on the state books.

Reddick, Ill.—Wm. Tyler, employed by the Farmers Elvtr. Co., recently had a narrow escape from death. He had gone to the top of the elvtr. to fix the manlift. As he let go of the manlift to secure a hammer, it fell 50 ft. and he was thrown to the floor, striking his head on a barrel. He was unconscious for some time but later revived and went to the office where his injuries were dressed. A deep gash on the head and a general shaking up seem to be the extent of his injuries.

Bloomington, Ill.—The Illinois Feed & Elvtr. Co. has been incorporated for \$125,000 by Delmond Sensenbaugh, R. C. Kramer and Herbert M. Livingston. The purpose of the corporation is to buy and sell grain and operate a regular grain, feed and flour business. The corporation will operate the mill on the west side, formerly known as the Hungarian Mill and later as the Slick Mill & Elvtr., which was bot last August by Harrison, Ward & Co. Mr. Harrison and Mr. Ward are both directors of the new company.

CHICAGO NOTES.

Board of Trade memberships are now quoted at \$8,500 net to buyer.

E. H. Bingham, who has been representative for Parker & Graff for many years, is now Chicago mgr. for Penick & Ford.

George E. Newman, formerly with the Northern Grain & Warehouse Co., is now with the cash grain department of the Hales & Hunter Co.

Eric E. Matchette, of the defunct Orthwein-Matchette Co., of Kansas City, Mo., has been expelled from membership in the Board of Trade, for accepting trades when insolvent.

New members of the Board of Trade are: W. G. Hall, C. B. Fox, James Macfarland, W. F. Kane, J. M. Hall, E. P. Dougherty, W. A. Dunphy, J. C. Lyons, Martin Joyce, and C. S. Mincer.

Frank G. Coe, for many years in charge of the grain dept. of the Corn Products Refining Co., has been admitted to partnership in the New York firm of Parker & Graff and will be resident partner here. He will have charge of their western business and supervise the buying of corn for the Refining Co.

Plans for the new elvtr. to be erected on the six-acre tract of the Norris Grain Co. at South Chicago are being drawn by James Stewart & Co. The equipment includes a Stewart Car Unloader.

The estate of Samuel C. Scotten, former member of Scotten & Snyder, has been valued at \$1,040,000 by the probate court. Three daughters are the only heirs mentioned in the will. Mr. Scotten died recently.

The special com'te consisting of Geo. A. Jackson, Edwin S. Layman and H. A. Foss, after making its periodical examination of the amount of grain in store in the public elvtrs., reports the quantity to be about equal to the outstanding receipts. The com'te's estimate is 1,711,000 bus., and the public records show 1,721,491.

INDIANA

Windfall, Ind.—J. H. Tumble is our mgr.—Farmers Grain & Supply Co.

Pendleton, Ind.—The Pendleton Elvtr. Co. has increased its capital stock to \$100,000.

Nappanee, Ind.—I have accepted a position here.—J. G. Hays, formerly at Seville, O.

Remington, Ind.—The Farmers Co-op. Co. has been organized with a capital stock of \$60,000.

Clay City, Ind.—Farmers Co-op. Elvtr. Co. incorporated for \$5,000 by H. E. Horton and others.

Union City, Ind.—The Landman Milling Co., whose plant is at St. Henry, O., is building a modern office building here.

Hebron, Ind.—The correct name of the firm operating an elvtr. at this station is D. A. Fisher & Sons. Only elvtr. here.—X.

Shideler, Ind.—The new 27,000-bu. elvtr. of the Shideler Grain Co. has been completed. Ballinger & McAllister had the contract.

Warren, Ind.—Finkle Milling Co. incorporated for \$75,000 to operate grain elvtrs. by J. Finkle, M. E. Charles, and John M. Kennedy.

Kirklin, Ind.—The Kirklin Grain Co. is taking down the old East Elvtr. Many repairs will be made on the North Elvtr. of the company.

Center Point, Ind.—The recently incorporated Center Point Grain Co. is reported to have bot the elvtr. of the Center Point Grain & Elvtr. Co.

Ridgeville, Ind.—The Ridgeville Grain Co. now operates the elvtr. formerly owned by D. G. McFadden Grain Co.—H. W. Schlathouer, agt.

Thayer, Ind.—Mail addressed to the Farmers Co-op. Co., reported to have bot an elvtr. at this point, is returned "Unclaimed and Unknown."

Swazee, Ind.—Clinton Royce, until recently mgr. of the Farmers Co-op. Elvtr. Co. at Sweetser, Ind., is now mgr. of the Farmers Elvtr. at this station.

Indianapolis, Ind.—We have bot the Beit Elvtr. and will operate the plant when we build a new 50,000-bu. elvtr. and feed plant.—Farmers Terminal Grain & Feed Co.

Terre Haute, Ind.—Chas. H. Failing, supt. for the Vigo Grain Co., was fatally injured Oct. 11 when he was struck by a street car and thrown under the wheels. He was 62 years old.

Gwynneville, Ind.—The only elvtr. now operated at this point is now owned and operated by the Hungate Wholesale Co., of Fountaintown.—Wolf Grain Co., Morristown, Ind. (Former operators here.)

Medford (Muncie p. o.), Ind.—Donald Gilmore, whose death was recently reported, was the 12-year-old son of the mgr. of the elvtr. of Stafford & Murray. The boy was playing around the elvtr. and was smothered in a bin of wheat.

Roseburg, Ind.—Burglars forced the door of the office of the Farmers Co-op. Co. and rolling the safe from the office in the elvtr. to the warehouse, they wrapped it in grain sacks and then blew it open. Only \$25 was in the safe so they worked hard for their money. Many people heard the explosion despite the grain sacks but the thieves escaped in an auto.

IOWA

Anderson, Ia.—F. W. Otte has bot the elvtr. of W. G. Goy at this station.

Pioneer, Ia.—E. J. Hood of Clarion is now mgr. of the Farmers Elvtr. Co.

Radcliffe, Ia.—I am sec'y and mgr. of the Radcliffe Grain Co.—H. R. Alcorn.

Farragut, Ia.—H. P. Anderson has succeeded Jay Beach with the Farmers Elvtr. Co.

Kingsley, Ia.—The Farmers Elvtr. Co. has increased its capital stock from \$10,000 to \$75,000.

Cleghorn, Ia.—C. K. Davis is no longer mgr. for the Farmers Elvtr. Co. here.—S. H. Lassenn, mgr.

Anthony, Ia.—Farmers have bot an elvtr. here but are not buying grain.—R. E. Horton, mgr., Quaker Oats Co.

Creston, Ia.—The Farmers Co-op. Co. will rebuild its elvtr. burned Sept. 15. The new house is to be fireproof.

Des Moines, Ia.—W. H. Vining, until recently with the Des Moines office of W. H. Bartz & Co., is now with the Hodgson-Davis Grain Co. at Kansas City, Mo.

Zearing, Ia.—Paul Peterson, who recently let contract for the rebuilding of his elvtr., burned Sept. 18, has sold out to Fred Hasse, who will complete the building and operate it.

Lost Nation, Ia.—Work has been started by the Farmers Elvtr. Co. on its new elvtr., which will be 26x29x100 ft. and have a capacity of 25,000 bus. Edward L. Mohr is sec'y of the company.

Williams, Ia.—I have bot the elvtr. of Austin & Hartwig at this station and am again in the grain business.—E. J. Funk. (Mr. Funk formerly owned an elvtr. at Clarion, but sold it last March.)

Glidden, Ia.—The six concrete tanks of the Farmers Elvtr. Co. have been completed all but the roof and work has been started at that. An electric searchlight will be placed at the highest peak of the elvtr.

Leeds, Ia.—Excavations for the foundation of an addition to its plant so weakened the foundation of the huge smokestack of the Mystic Milling Co. that the stack collapsed. The entire plant had to be shut down.

Rockwell City, Ia.—Joe White, of Vinton, has succeeded C. W. Kellogg as mgr. for the Rockwell City Elvtr. Co. Mr. Kellogg will take charge of the office of Gardiner B. Van Ness. He was with the other company for 10 years.

Holstein, Ia.—As the Farmers Union and the Farmers Elvtr. Co. are practically one and the same firm, we think your information regarding the building of another elvtr. under either name is without foundation.—Farmers Elvtr. Co.

Des Moines, Ia.—The Mid-West Grain Co. has filed a petition in bankruptcy, listing its assets at something over \$37,000, all of which consist of uncollectable accounts with the exception of \$1,000. Its liabilities are placed at \$53,442.71.

Galbraith, Ia.—The elvtr. of the Kunz Grain Co. was threatened by fire when the new coal bins of the company were discovered on fire recently. Prompt measures used by Mgr. C. A. Sanky not only saved the elvtr. but the better part of the bins.

Underwood, Ia.—We have bot the elvtrs. of the C. R. I. & P. Ry. Co. at this city and at Neola. We are modernizing and overhauling them thoroly. Will install truck dump and scales, corn shellers, manlifts, etc.—Dawson Grain Co., Omaha, Neb.

Ventura, Ia.—The elvtr. of the Farmers Elvtr. Co., containing 14,000 bus. of grain, burned Oct. 13, when a huge kerosene tank exploded near the house and shot floods of burning oil in all directions. The company's loss amounts to \$30,000 and is not covered by insurance. The elvtr. of the Woodford-Wheeler Lbr. Co. was saved after much hard work.

Goodell, Ia.—The Farmers Co-op. Elvtr. Co. is now operating at this station. W. F. Biers is mgr. He formerly operated a grocery and meat market and this building will be raised 20 ft., making it 16x36x40 ft. A concrete foundation 16x16 ft. has been put in for an addition so that the company will have a fair-sized elvtr. New machinery of the latest type will be installed. The company is capitalized for \$30,000.

Sioux City, Ia.—J. J. Mullaney was elected pres. of the Board of Trade, Oct. 13, succeeding J. A. Tiedemann, who resigned the office to take up the sec'y's work some time ago. J. C. Mullaney, who was sec'y, resigned to take up the work of J. J. Mullaney & Son. Pres. Mullaney is a charter member of the Board of Trade, and has held a number of offices. He was vice-pres. this year. The new trading room of the exchange was occupied for the first time Oct. 18.

Elliott, Ia.—D. C. Reynolds, who was formerly in the grain business at this point, has gone into the hardware business at Shenandoah.

KANSAS

Seward, Kan.—I am mgr. for the Keystone Elvtr.—Dave Beck.

Glen Elder, Kan.—The old Rock Elvtr., Frank Hobart, owner, has been torn down.

Toronto, Kan.—The plant of John Rogers burned recently with a loss of \$12,000.

Council Grove, Kan.—C. G. Regan, of McCracken, will build an elvtr. here at once.

Hutchinson, Kan.—W. L. Eckel has succeeded M. Warren as mgr. for B. C. Christopher & Co.

Hutchinson, Kan.—F. J. Russell has succeeded M. Sittler as mgr. for the J. Rosenbaum Grain Co.

Olpe, Kan.—This mean wheat market has put us out of business.—Farmers Elvtr. Co., Joe Rossilton.

Hutchinson, Kan.—We took possession of the plant of the Reno Flour Mills Co., Oct. 15.—Wm. Kelly Milling Co.

Deerfield, Kan.—Deerfield Co-op. Exchange incorporated for \$10,000 by Oscar J. Downing, J. James and J. L. Couch.

Savonburg, Kan.—Savonburg Farmers Union Co-op. Ass'n incorporated for \$25,000 by O. A. Weddie, T. Johnson and others.

Hutchinson, Kan.—U. L. Shelton, formerly with Jay Hausam & Co., is now with the Stevens Scott Grain Co. at Wichita.

Ness City, Kan.—The Farmers Co-op. Elvtr. Union will build a 20,000-bu. elvtr. with up-to-date equipment.—C. D. Foster, mgr.

Severance, Kan.—The Farmers Union will build a new 11,000-bu. elvtr. to be thoroly modern in all respects. Work will start Jan. 1.

Oneida, Kan.—We bot the elvtr. of the Farmers Shipping Ass'n at this station some time ago.—C. S. Parker, sec'y-treas., Derby Grain Co., Topeka.

St. Francis, Kan.—I have succeeded J. Crosby & Son and am building the old elvtr. over. Will have practically a new house with a capacity of 64,000 bus.—H. M. Crosby.

Junction City, Kan.—The recent flood did not do as much damage as estimated altho we had 12 ft. of water in the pit. We lost little grain.—M. Peters, mgr., Geary County Farmers Union.

Atwood, Kan.—I have just completed a 21,000-bu. elvtr. equipped with Richardson Automatic Scales, Globe Dump and Fairbanks Truck Scale. Motor power will be used.—Wm. Correll.

Ingalls, Kan.—Ward Bros. sold their elvtrs. at Montezuma and Pierceville and have bot the elvtr. of R. Goddard here. Their further plans are unsettled until trade conditions change. V. O. Ward is mgr. here.

Plainville, Kan.—The Farmers Shipping Ass'n is building a 14,000-bu. house covered with corrugated iron siding. It will be equipped with Fairbanks Truck Scale, Globe Dump, and Richardson Automatic Scale. It is to be completed in 3 weeks.—T. J. O'Brien, pres.

KENTUCKY

Owensboro, Ky.—The Ohio Grain & Feed Co. has entered the wholesale grain and feed business. Officers of the company are: Pres., F. Katterjohn; vice-pres., J. B. Miles; and sec'y-treas., S. H. Williams.

MARYLAND

Walkersville, Md.—The Glade Valley Milling Co. has added 25,000-bu. storage capacity to its plant. The Spencer Constr. Co. had the contract.

Hoods Mills, Md.—The Hammond Milling Co. has completed a 10,000-bu. concrete storage addition to its elvtr. The Spencer Construction Co. had the contract.

Edmund Wilkes Structural Engineer

Grain Elevators
Mill Buildings
Warehouses

Plans and Specifications
Valuations
Estimates

706 Mutual Bldg., Kansas City, Mo.

Rohrersville, Md.—Rohrersville Milling Co. has been incorporated for \$60,000 by Ira J. Young, Otto W. King and others, to deal in grain and do a general milling business also.

Baltimore, Md.—The traffic com'te of the Chamber of Commerce has fixed the following rates of insurance on grain: Wheat, \$2.40 per bu.; corn, \$1.30; rye, \$2; barley, \$1.10, and oats, 80c.

MICHIGAN

Detroit, Mich.—E. G. Tanguay has applied for membership in the Board of Trade.

Dorr, Mich.—The Moline Co-op. Ass'n has taken an option on the elvtr. of Fred Weaver.

Grandville, Mich.—The County Farm Buro is interested in building or buying an elvtr. here.

Goblesville, Mich.—The Goblesville Milling Co. has increased its capital stock from \$10,000 to \$20,000.

Ishpeming, Mich.—H. Bilkey is now employed by the Hewitt Grain & Provision Co. of which his father, D. B. Bilkey, is mgr.

Mt. Pleasant, Mich.—J. P. Carey is mgr. for Chatterton & Son here.—R. G. Pomeroy, mgr., Charlevoix Elvtr. Co., Charlevoix.

Springport, Mich.—Farmers have organized a new Farmers Elvtr. Co. to take over the elvtr. of the Co-op. Co. here. The company will be incorporated for \$50,000.

Detroit, Mich.—The 1,250,000-bu. Union Depot Elvtr. is being torn down. This leaves only one public elvtr. here, Elvtr. "B" of the M. C. Ry. Co., with a capacity of 750,000 bus.

Bessemer, Mich.—We built a warehouse last summer and are in the wholesale feed and flour business in connection with our grain and milling business.—Farmers Milling & Elvtr. Co.

Beulah, Mich.—The recently incorporated Co-op. Holding Co. has bot the property of the Crystal Lake Grain & Produce Co. here and has leased it to the Benzie Co-op. Farm Buro Ass'n.

Detroit, Mich.—The Chamber of Commerce and most of the grain firms in the old exchange building have completed their removal to the new Murphy Bldg., which has been fitted up for their use.

Charlevoix, Mich.—Chatterton & Son of Lansing, Mich., own the Charlevoix Elvtr. Co. and I was transferred by them to the elvtr. here. Was formerly with them at Mt. Pleasant.—R. G. Pomeroy.

Memphis, Mich.—The Memphis Farm Buro has purchased the elvtr. of the Memphis Elvtr. Co. Albert Goings, who has been mgr. for the Memphis Elvtr. Co., has been employed by the Farm Buro as its mgr.

Albion, Mich.—The elvtr. of F. E. Nowlin Co., containing \$10,000 worth of grain, burned Oct. 13. The elvtr. was one of several buildings that caught fire from the burning M. C. freight depot, the total loss amounting to \$100,000.

Chesaning, Mich.—The Farmers Elvtr. Co. will re-incorporate under the Gleaners co-op. laws and will increase its capital stock from \$40,000 to \$80,000. C. A. Croel, who has operated an elvtr. at Carland for the last 19 years, is mgr.

Woodland, Mich.—Our company is controlled by 7 directors and I am one of them as well as sec'y-treas. and acting mgr. The elvtr. we recently bot is equipped for electricity and has a capacity of 16,000 bus.—Jos. W. Sease, Woodland Farm Buro Exchange.

MINNESOTA

Litchfield, Minn.—The Farmers Elvtr. Co. has bot the Quinn Elvtr.

Roscoe, Minn.—I sold my elvtr. here to A. H. Miller.—Ben Garding.

Detroit, Minn.—C. Steinkop has bot an interest in the Detroit Grain & Fuel Co.

Litchfield, Minn.—G. S. Kessel of this city has purchased the elvtr. of the Cruden Elvtr. Co. at Stanton, N. D.

Royalton, Minn.—The Neils Elvtr. Co., in which W. C. and Edward Neils are interested, has been placed in the hands of a receiver.

Spring Valley, Minn.—We have sold out our line of elvtrs. and are out of the grain business. La Crosse Grain Co. (The company had 18 elvtrs.)

Claremont, Minn.—The report that another elvtr. will be built at this station is premature. D. A. Duncan, of Duncan & Kidder, writes: "Nothing doing yet as to any changes being made in the grain trade here."

Fisher, Minn.—The elvtr. of the Farmers Co-op. Elvtr. Co. has been repainted. The elvtr. of the Northwestern Elvtr. Co. has been sold to the Independent Elvtr., a Grand Forks, N. D., company. We are installing a new cleaner and making improvements.—A. J. Hultgren, agt., Independent Elvtr.

DULUTH LETTER.

The International Grain Co. is now a corporate member of the Board of Trade.

The transfer of the membership of Julius S. Barnes to Warren Draper has been posted on the Board of Trade.

The membership of A. J. Branstad has been transferred to H. A. Jurgens, who has been elected to membership in the Board of Trade.

Joe McCarthy, formerly mgr. of the office of C. E. Lewis & Co. at this market, is now mgr. for the Postal Telegraf Co. on the floor of the exchange.

The Itasca Elvtr. of Superior was closed for three days as a result of damages caused by a fire that recently threatened for a time to destroy the entire plant.

Duluth, Minn.—New members of the Board of Trade are F. J. Twambley, H. H. Walker, H. F. McCarthy, Hamilton Cook and M. G. Magnuson. Memberships withdrawn are B. F. Benson, John Washburn, P. B. McTague and C. K. La Batt.

W. D. Newcomb, of the Globe Elvtr. Co., has retired from active business after being closely connected with this market for 22 years. His membership in the Board of Trade, issued in Jan., 1898, has been transferred to C. A. Parsons, who has been admitted to membership on it.

Geo. W. Salisbury, for 28 years connected with the grain trade at this market, died recently at the age of 68. He had been wheat buyer for the Duluth-Superior Milling Co. for many years before his death and was known to be an expert judge in grading wheat. His death was due to apoplexy.

For the past 12 years the writer has been connected with A. D. Thompson Co. and in July of this year started in business for himself under the firm name, Harbison Commission Co., doing a general brokerage and commission business. A. D. Thompson Co. never have had a Minneapolis office, and we are at a loss to know where the rumor came that the writer had been operating in that market.—G. P. Harbison.

MINNEAPOLIS LETTER.

The St. Anthony & Dakota Elvtr. Co. has increased its stock to \$3,000,000.

Chas. F. Maxfield, a grain inspector for 35 years, died Oct. 13 from heart failure. He was chief deputy inspector at St. Paul at the time of his death and was 65 years old. He is survived by his brother, who was at one time official sampler of the Chamber of Commerce.

Harry Stadon, wheat buyer for the Northwestern Consolidated Milling Co., is minus his thumb and forefinger as the result of a hunting accident. He dropped a 20-gage shell into his 10-gage shot gun and later slipped a 10-gage shell on top of the other one. When the gun was discharged the barrel burst and nearly half of his left hand was blown away. He was immediately placed in an automobile and brot to a hospital here where the doctors operated and at present he is doing well.

The annual election of officers of the Chamber of Commerce was held Oct. 7 and the following were elected: B. F. Benson, pres.; A. C. Andrews, vice-pres. Board of Directors: H. S. Helm, J. H. McMillan, T. W. Hall, H. J. Moreton and T. H. Welch; Board of Arbitration: C. E. Lockerby and J. H. Stadon; Board of Appeals: J. H. Riheldaffer and H. G. Dickey. Mr. Benson was the only nominee named by the nominating com'te for the presidency and he will be placed in office by acclamation.

MISSOURI

Albany, Mo.—Ebersole Bros. & Co. will build a 20,000-bu. concrete elvtr. here.

New Hampton, Mo.—The new concrete elvtr. of W. J. Ebersole has been completed.

Clinton, Mo.—Our headquarters are in this city, not at Montrose.—Mann Grain Co.

Pennsboro, Mo.—The Holland-O'Neal Milling Co. has bot the elvtr. of A. Snadon here.

Centralia, Mo.—N. Schmitt has succeeded C. E. Duff as mgr. for the Producers Grain Co.

Hartsburg, Mo.—The Farmers Milling & Elvtr. Co. has completed its new mill.—A. H. Wintermeyer, mgr.

Ash Grove, Mo.—Ash Grove Farmers Exchange incorporated for \$200,000 by E. A. Williams, W. E. West and others.

Pierce City, Mo.—The new 15,000-bu. elvtr. of the Vance Milling Co. has been completed. It replaces the house burned June 1.

Malden, Mo.—Grain interests have petitioned the State Grain Inspection Department for the establishment of an inspection office here and it is that that the request will be granted.

St. Joseph, Mo.—T. J. Slatterly, for the last 3 years sec'y of the Grain Exchange, has resigned and will leave for Kansas City, Mo., where he will be connected with the traffic department of the Chamber of Commerce.

Mound City, Mo.—We have increased our capital stock to \$200,000. The A. A. Berry Seed Co. of Clarinda, Ia., and J. W. Berry are now associated with our company. We will increase our mill capacity to 300 bbls. and will install new and improved machinery, equipment, bins, tracks, etc.—W. R. Hill, mgr., Mound City Mill & Elvtr. Co.

KANSAS CITY LETTER.

The new plant of the Kaull Milling Co. has been completed and is now in operation.

W. H. Vining, formerly with W. H. Bartz & Co. of Des Moines, Ia., is now with the local office of the Hodgson-Davis Grain Co.

D. H. Kresky has petitioned the Board of Trade to transfer his membership from the Gateway Milling Co., Inc., to E. F. Leland & Co.

J. B. M. Wilcox, until recently general mgr. of the Seaboard Milling Co. of this city, has accepted a similar position with the Guthrie Mill & Elvtr. Co. at Guthrie, Okla.

Mrs. M. E. Flood, who has been a member of the sales force of the Ismert-Hincke Milling Co. for some time, has been promoted and is now ass't mgr. of the Boston, Mass., office. H. S. Leviston is in charge of the office.

Jos. R. Bracken, mgr. for E. F. Leland & Co. as this market, is again at the office. He has been seriously ill for a number of weeks but is apparently very much better. W. L. Garret had charge of the office during Mr. Bracken's absence.

MONTANA

Cadmus, Mont.—Leon LaBarge is agt. for the International Elvtr. Co.

Valier, Mont.—H. W. Pond is agt. for the International Elvtr. Co. here.

Geyser, Mont.—The Equity Co-op. Elvtr. Ass'n has leased its elvtr. to the Judith Milling Co. of Hobson.

Dooley, Mont.—We might do some remodeling in the spring and install a new cleaner.—Chas. G. Johnston, mgr., Equity Elvtr. & Merc. Co.

Bynum, Mont.—I am mgr. for the Equity Co-op. Ass'n here. We handle flour, feed, seed and coal and have a feed mill.—M. E. Poyzer.

Rudyard, Mont.—The new 40,000-bu. elvtr. of the St. Anthony & Dakota Elvtr. Co. has been completed and a new automatic scale and a Marquis Cleaner installed.

Great Falls, Mont.—H. B. Lake, formerly in the grain trade at Minneapolis, now occupies the former offices of the Gallatin Valley Milling Co. and will conduct a grain brokerage business.

Westby, Mont.—We have spent \$1,100 on repairs for our elvtr. and have installed a new rope drive. Peter A. Nelson is new buyer here this year.—Peter Miller, mgr., Farmers Grain & Trading Co.

Bowdoin, Mont.—The Montana & Dakota Grain Co.'s new 25,000-bu. cribbed elvtr. on the Great Northern R. R. is completed and in operation. The equipment includes a wagon dump, one Bird Truck Wagon-Sled Dump, one leg, manlift, cleaner, 10-h.p. Otto Gasoline Engine, 13 bins. C. E. Bird & Co. designed and built the house.

Moore, Mont.—The Farmers Elvtr. Co. has brot suit against the C. M. & St. P. Ry. Co. for \$1,850, which it alleges is the value of the wheat said to have been lost in transit on the road so far this year.

NEBRASKA

Greeley, Neb.—The Farmers Elvtr. Co. has been organized and will buy one of the 2 elvtrs. here.

Leigh, Neb.—We have just installed a new Trapp Dump in our elvtr.—Nye-Schneider-Fowler Co.

Platte Center, Neb.—The Farmers Union Co-op. Co. has been organized with a capital stock of \$61,075.

Humboldt, Neb.—The Farmers Union Co-op Elvtr. Co. has let contract for its new elvtr. and work has been started.

Lorton, Neb.—I have bot the elvtr. of A. B. Wilson here and leased his elvtr. at Paul.—F. A. Bartling, Nebraska City.

Grainton, Neb.—The Farmers Equity Exchange has let contract for a 16,000-bu. glazed tile elvtr. and will install all modern machinery.

Hallam, Neb.—I recently sold my elvtr. here to the Derby Grain Co., of Topeka, and will remain as mgr. for some time.—Benj. B. Brahmstadt.

Louisville, Neb.—We are not connected with the Louisville Co-op. Merc. Co. or the Farmers Union.—Elmer Johnson, mgr., Louisville Farmers Elvtr. Co.

Daykin, Neb.—The capacity of our elvtr. is given in the new list as 8,000 bus. and should be 15,000 bus. That of our competitor is 12,000, not 15,000.—Daykin Grain & Supply Co.

Nelson, Neb.—We recently bot the elvtr. of the F. S. Spurck Estate at this station and retained C. A. Hiatt, with the old company for 9 years, as mgr.—Bossemeyer Bros., Superior.

Bertrand, Neb.—The Bertrand Equity Exchange intends to build a new office and put in a fireproof vault as well as a 10-h.p. motor and a truck dump. Theo. Holzapple is mgr.

Duncan, Neb.—C. L. Mendenhall has succeeded D. H. Harrington as mgr. for the T. B. Hord Grain Co., Mr. Harrington resigning on account of ill health after 22 years of service. The new mgr. has been the ass't mgr. for the last 3 years.

Ashland, Neb.—The Railroad Grain Co. has sold its elvtr. here, to Geo. N. Kieffer, of Onawa, Ia. The company has now disposed of its elvtrs. and has announced its retirement from the grain business, the firm having been dissolved after 40 years in business.

Gibbon, Neb.—After completing our new plant and dismantling the old one, we sold the old buildings and site to W. A. Smith, a stock feeder. He will use the old elvtr., office, scales, water supply system, etc., in his business but will wreck the old mill building. We are now operating our new plant.—Gibbon Roller Mills.

Alvo, Neb.—According to a recent state supreme court ruling, one partner is not liable to another partner for money lost in speculation in grain. The decision was made in the case of Geo. Hall, a farmer, who alleged that he gave John W. Davis, mgr. of a local elvtr., \$25,000 for the purpose of forming a partnership. Hall was denied recovery of his money from Davis.

NEVADA

McGill, Nev.—The Western Terminal Elvtr. Co. contemplates the erection of an elvtr. at this station.

NEW ENGLAND

Boston, Mass.—Chas. Varga of C. F. & G. E. Eddy & Co., was the guest of honor at a banquet given by his friends and associates on 'Change recently. Andy O'Toole was toastmaster, and speakers of the evening included Seth Catlin, Geo. W. Eddy, Edward P. Clapham, Christopher O'Leary, John Hawkins, John J. King and James E. Southworth, all well known to the grain trade at large. Several speakers connected with the foreign steamship lines were also heard. Mr. Varga sailed Oct. 2 to spend 2 months abroad. He will visit his home country, Australia, on his way home.

NEW YORK

New York, N. Y.—P. N. Gray & Co. of this city have opened an office in Winnipeg, Man.

Portland, N. Y.—O. B. Vunck, of Voorheesville, will build a 50,000-bu. elvtr. in the spring.

Buffalo, N. Y.—We do not contemplate the building of an elvtr. for some time, but will continue the use of public elvtrs.—Searle Grain Corporation.

Beacon, N. Y.—Have been in the grain business for 35 years and am adding a warehouse to my present elvtr., 40x60 ft., with 2 floors.—Thos. J. Cunningham.

NEW MEXICO

Roy, N. M.—We have completed our 10,000-bu. elvtr.—Mesa Co-op. Co.

Solano, N. M.—The Farmers Mill & Elvtr. Co. has completed its 50-bbl. mill.—Mesa Co-op. Co., Roy.

NORTH DAKOTA

Calio, N. D.—L. L. Krutchten is not mgr. for the Atlantic Elvtr. Co. here at present.

Ashley, N. D.—The Peoples Elvtr. Co. is the new name of the Farmers Elvtr. Co. Robt. Miles is still mgr.

Stanton, N. D.—G. S. Kessel of Litchfield, Minn., has bot the elvtr. of the Cruden Elvtr. Co. at this station.

Elgin, N. D.—The recently organized Elgin Grain Co. has bot the elvtr. of A. M. Dahl. H. B. Teichrow is to be mgr.

Duane (Ellendale p. o.), N. D.—Oscar Anderson has succeeded H. E. Officer as mgr. for the Farmers Co-op. Elvtr. Co.

Fordville, N. D.—The Fordville Co-op. Marketing Ass'n has completed its new elvtr. which is equipped with the best of machinery.

Hamar, N. D.—We had our elvtr. repaired this summer and a new Marquis Cleaner and 15-h.p. engine have been installed.—Hamar Co-op. Elvtr. Co.

Venlo (Anselm p. o.), N. D.—The new 25,000-bu. elvtr. of the Farmers Elvtr. Co. will be completed about Nov. 1. The house replaces the one burned last spring.

Selfridge, N. D.—The Farmers Equity Elvtr. Co. is remodeling its elvtr. and building a 40x60 ft. warehouse. The Northwestern Engineers & Contractors have the contract.

Olmstead, N. D.—We have installed a new Benson Dump and a Fairbanks Scale. We have also built a new flour and feed warehouse which makes the old plant look like new.—C. E. Briggs, mgr., Olmstead Grain Co.

Osnabrock, N. D.—The Farmers Elvtr. Co. of this city has brot suit against J. E. Stair, O. D. Christensen, and W. O. Timerman, all of Minneapolis, Minn., for \$7,114. The company alleges that the defendants, under the name of Stair, Christensen & Timerman, sold grain to it between February and May, 1917.

Grand Forks, N. D.—The State Mill & Elvtr. is progressing favorably after a three-months' wait for material and labor. The building for the 3,000-bbl. mill and the working house of the elvtr. will be completed this year. The working house will be of reinforced concrete, 60x120x200 ft. high. The Fegles Cons. Co. is doing the work.

Bathgate, N. D.—The Equity Co-op. Exchange has a new 20,000-bu. cribbed ironclad elvtr. on the Great Northern R. R. It is equipped with a Globe Truck Dump, 2 legs, 26-ft. Fairbanks Wagon Scale, 25-h.p. Fairbanks Y Engine, manlift, cleaner, Bird Shipping Scale and 16 bins. It was designed and constructed by D. F. Hoag & Co.

OHIO

Austenburg, O.—The Austenburg Co-op. Co. has succeeded me.—H. C. Kelly.

Forest, O.—The Farmers Co-op. Co. has succeeded Sneath Cunningham Co.

Chippewa Lake, O.—I have sold my elvtr. to the Lodi Elvtr. Co.—C. W. Carlton.

Bucyrus, O.—J. M. Smith is out of business at this point.—Bucyrus Mill & Elvtr. Co.

Bainbridge, O.—We will build increased concrete storage this coming season.—Worley Bros. Co.

Willard (Steuben p. o.), O.—Farmers contemplate the erection of an elvtr. at this station.

St. Marys, O.—We sold all our elvtrs. to the Windfall Grain Co. last spring.—Jay Grain Co.

Dawn, O.—Burglars entered the office of the elvtr. of W. P. Heigel and secured \$1,706 recently.

Richwood, O.—Dallas Sullivan has succeeded C. M. Baumgardner as mgr. for the Richwood Grain Co.

Boughton, O.—Scoopers are operating at this station.—E. M. Finan, mgr., Pauling Equity Exchange Co.

Brookville, O.—I sold my elvtr. to Baker & Kilmer last spring. Chas Kreitzer is mgr.—D. M. Detrick.

Toledo, O.—Harry G. Schaub and Lester Howard have applied for membership in the Produce Exchange.

Alexandria, O.—The Alexandria Farmers Co-op. Co. has succeeded Ashbrook & Thomas. C. C. Thomas is mgr.

College Corners, O.—The Easley Milling Co. has changed hands. Is now College Corner Milling Co.—O. P. Davis.

Malta, O.—We expect to build an elvtr. in the spring.—John Whitney, mgr., Morgan County Farmers Elvtr. Co.

Norwalk, O.—The Farmers Exchange Co. has been organized with a capital stock of \$40,000 and will build or buy an elvtr.

Waynesburg, O.—We lease and operate the warehouse here, formerly owned and operated by J. Harvey Ross.—The A. R. Elson Co.

Kenton, O.—John R. Seymour, who had been in the grain business since 1875, died recently at the age of 71 after only a week's illness.

Cleveland, O.—William McKnight, formerly with the Cleveland Grain & Milling Co., is now with the Harper Grain Co. at Pittsburgh, Pa.

Buckland, O.—We have succeeded Detjen & Schultz.—Geo. F. Schultz, mgr., Buckland Farmers Exchange. (Formerly mgr. for the old firm.)

Lakeville, O.—The Farmers Equity Exchange is building an addition to its elvtr. The storage capacity for feeds will be doubled.—James Hudson, mgr.

West Alexandria, O.—I understand the West Alexandria Co-op. Co., which recently bot my elvtr., will make some improvements. The new company is now operating the house.—Chas. A. Rinck.

Toledo, O.—John Wickenhiser of John Wickenhiser & Co., recently returned from a honeymoon spent at Atlantic City, N. J. Mr. Wickenhiser was married on Sept. 15 to Miss Jessie Nussbaum, also of Toledo.

Decliffe, O.—The La Rue Farmers Exchange Co., La Rue, has leased the property until recently leased to C. O. Barnhouse and will use it for coal sheds, engine house and elvtr. The company recently bot Mr. Barnhouse's interests here.

OKLAHOMA

Guthrie, Okla.—H. C. Kreuze, gen. mgr. of the Guthrie Mill & Elvtr. Co., has resigned.

Alex, Okla.—The Alex Mill & Elvtr. Co. has petitioned the courts for an order of dissolution.

Cordell, Okla.—The Nelson Grain Co. is building a 9,000-bu. addition to its elvtr. at this station.

Okarche, Okla.—The Kingfisher Mill & Elvtr. Co., of Kingfisher, has remodeled its elvtr. at this station.

Waukomis, Okla.—I succeeded O. B. Benningfield as mgr. for the Waukomis Co-op. Elvtr. Co.—Fred Atherton.

Laverne, Okla.—Sappington Grain Co. incorporated for \$10,000 by Roy Sappington, J. W. Duvall and L. F. Hall.

Okmulgee, Okla.—Creek Grain & Milling Co. incorporated for \$100,000 by H. C. Baldwin, W. M. King, and J. W. Hammond.

Hunter, Okla.—We have bot a Trapp Dump and a 15-h.p. Fairbanks Gas Engine for our elvtr.—E. E. Wilson, Thompson-Wilson Grain Co.

Binger, Okla.—The Farmers Union Co-op. Grain & Live Stock Ass'n incorporated for \$5,000 by H. C. Baird, B. F. Clancy and G. D. Sigle.

Guthrie, Okla.—J. B. M. Wilcox, long in charge of the Seaboard Milling Co. at Kansas City, Mo., is to be the general mgr. of the Guthrie Mill & Elvtr. Co.

Dill City, Okla.—The Farmers Co-operative Ass'n is handling the cotton for the farmers in connection with its grain business. A little later on it expects to go into the implement and tractor business also.

Okeene, Okla.—The Farmers Union Co-op. Exchange was organized about 3 months ago with a capital stock of \$100,000. The company has bot an elvtr. 7 miles north of here and will build a warehouse, office and 28,000-bu. elvtr., all of tile, here.

Poteau, Okla.—I own the only elvtr. here. It has a capacity of 12,000 bus. I sold my mill to my brother and formed the Fitzgerald Grain Co. Later I bot back the mill. We also have a 75-bbl. corn mill and a 500-sack chop mill.—W. M. Fitzgerald, Poteau Mill & Elvtr. Co.

Hydro, Okla.—The El Reno Mill & Elvtr. Co. is enlarging its plant here and when completed the capacity will be more than doubled. All grain, including ear corn, will be handled mechanically. We will have a total capacity of 23,000 bus. Will install corn sheller of 1,000 bus. capacity and a new Western Combination Cleaner. The Jones-Hettelsater Constr. Co. has the contract.—C. T. Willis, agt.

OREGON

Klondike, Ore.—The Independent Warehouse & Milling Co. has built an addition to its warehouse here.—C. F. Smith, mgr., Klondike Farmers Elvtr. Co.

Portland, Ore.—J. W. Ganong, who was compelled to give up his work in the grain trade some four months ago on account of ill health, is back again, fully recovered. He is now a member of Kerr, Gifford & Co., having formerly been vice-pres. and mgr. of the Portland Flouring Mills Co.

PENNSYLVANIA

Philadelphia, Pa.—J. Frank Ryley has been elected a member of the federal grand jury and will serve three months.

Pittsburgh, Pa.—William McKnight, formerly with the Cleveland Grain & Milling Co., is now with the Harper Grain Co. at this city.

Bradford, Pa.—The elvtr. and mill of Smith Bros. burned Oct. 7 with a loss of \$25,000. The blaze is believed to have been of incendiary origin.

Philadelphia, Pa.—Friends of John Scattergood of S. F. Scattergood & Co., announce that he is recovering rapidly from his attack of typhoid fever.

Philadelphia, Pa.—Chas Michel, well known to the grain and hay trade at this market, is being heartily congratulated by his many friends, the occasion being his recent marriage to Miss Myrtle Miller.

Philadelphia, Pa.—The recently organized Parker Commission Co. has opened an office in the Lafayette Bldg. Chas. Rini is sec'y-treas. He has been with the local branch of the Armour Grain Co. here for 3 years and prior to that was 11 years with Parker & Graff of New York City.

SOUTH DAKOTA

Blunt, S. D.—The Farmers Elvtr. Co. has made application for a site for a new elvtr.

Rapid City, S. D.—A. L. Damon & Co. incorporated for \$25,000 by A. L. A. H. and Christie Damon.

Eagle Butte, S. D.—The Farmers Elvtr. Co. is building a new elvtr. Auto dumps and scales will be installed.

Oelrichs, S. D.—The new elvtr. of the Van Wickel Grain & Lumber Co. has been completed and is now in operation.

Akaska, S. D.—We have bot the elvtr. of J. H. Huber and I have been retained as mgr.—J. H. Huber, mgr., Farmers Elvtr. Co.

Hudson, S. D.—We are building a new office and driveway and will give the elvtr. a thorough overhauling.—C. V. Larkin, agt., Traders Grain Co.

Canova, S. D.—The elvtr. of J. J. Mullaney was recently destroyed by fire. Several thousand bushels of grain were burned. Loss is estimated at \$10,000.

Sioux Falls, S. D.—G. L. Cashman has sold his interests in the Sioux Grain Co. The business is to be continued by Mr. Cashman's former partners, Fred Payne and John McQuillen.

Melham, S. D.—The fire which recently destroyed our elvtr. started at 5 a. m., but no cause can be assigned. It is believed to have started between the office and the engine room. All our records were lost, the safe being open. Looks like it had been blown open, but would take an expert to tell. We had \$13,500 on the building and \$16,000 on the grain. House was full. We sure burned out right, never saved a thing, even our coal sheds went. We will rebuild at once. Will put up a 30,000-bu. house at a cost of \$22,000, wood, with sheet iron covering. All modern machinery. We will have a built-in vault and a full basement under the office. Farmers are all anxious to rebuild. We are still buying, loading into cars with a loader, until house is completed.—A. V. Anderson, mgr., Dakota Farmers Elvtr. Co. (The house will contain a Globe Truck Dump, 2 legs with 11x6 buckets, cleaner, Fairbanks 26-ft. Wagon Scale, Fairbanks Type Y Engine, Richardson Automatic Scale and Manlift. The T. Ibber-son, Co. has the contract.)

SOUTHEAST

Farmville, Va.—The Farmville Mills are adding 40,000 bus. concrete storage and a warehouse to their plant. Spencer Const. Co. has the contract.

Jacksonville, Fla.—The Monarch Mill Co., Chattanooga, Tenn., has bot the business of the Florida Grain & Elvtr. Co. here and is now in possession.

Fredericksburg, Va.—Our new concrete elvtr. has been running about two weeks and we are ready to load our 5th car of wheat.—H. D. Sweetser, The Young-Sweetser Co.

Montgomery, Ala.—We expect to increase our manufacturing and elvtr. facilities some, but not to exceed 50%, depending on condition. On account of moving we have been using sacked grain. Contract for remodeling only given, no others yet.—Capital Grain & Feed Co.

Thomasville, Ga.—George W. McRory, mgr. of the Thomasville Elvtr. Co., is canvassing the grain dealers of the State, in the hope of organizing a State Ass'n. The encouragement already received from 38 different dealers about the State will no doubt result in an early call for a meeting at Macon.

TEXAS

Foard City, Tex.—E. V. Halbert is mgr. for the Hughston Grain Co. at this station.—Hugh McLain, Bell Grain Co.

Hereford, Tex.—The Farmers Co-op. Ass'n has asked for a charter. Capital stock, \$50,000. The company will build an elvtr., warehouse, etc.

Mercedes, Tex.—The Mercedes Farmers Co-op. Society incorporated without capital stock by E. L. Rothrock, J. Mason and C. H. Erickson.

Happy, Tex.—My new 30,000-bu. elvtr. will be up-to-date in every way. The equipment will include a 15-h.p. engine and the latest cleaning machinery.—P. J. Neff.

Pharr, Tex.—We are operating the only elvtr. here, which has a capacity of 50,000 bus. At present we have about 15,000 bus. of corn in store. I am mgr.—C. S. Elliott, Pharr Equity Exchange.

Spearman, Tex.—The Spearman Equity Exchange, a farmers' organization, completed its elvtr. and began buying grain Aug. 23. It has shipped 16 cars of wheat since that date.—R. L. McClellan, mgr.

Stratford, Tex.—On Oct. 5th, we broke ground for the construction of a modern up-to-date 25,000-bu. elvtr. on the main line of the Rock Island from K. C. to El Paso. Our elvtr. will be thoroughly equipped with cleaning machinery, two elvtr. legs, auto dumps, warehouse, etc. M. M. Egan & Sons, builders.—E. J. Gladish, mgr., Stratford Equity Exchange.

Amarillo, Tex.—Not much news this time, altho quite a number of the grain men of Amarillo have recently moved their offices to the new Ray Bldg., which is just being completed. The Ray Bldg. is a new up-to-date office building and affords the grain men a place so they are more closely assembled than heretofore.—A. E. Taylor Grain Co.

WISCONSIN

Greenwood, Wis.—The Equity Warehouse Co. incorporated for \$8,000.

Centuria, Wis.—The Northern Supply Co. has completed extensive repairs to its elvtr. here.

Cashton, Wis.—The Cashton Elvtr. Co. is the new name of the Cashton Farmers Co-op. Co.

Orna, Wis.—The Van Buskirk Equity Supply Co. incorporated for \$5,000 to deal in grain, flour and feed.

Dalton, Wis.—Dalton Equity Exchange incorporated for \$10,000 by A. Patrick, Chas. Brene-man and others.

Rockland, Wis.—I am taking over the Davis & Wolfe warehouse here and will refurnish the office.—Bert Levis.

Whitehall, Wis.—The Pigeon Grain & Live Stock Co. has been incorporated for \$25,000 by F. W. Seeler, E. A. Hegge and H. P. Frenstad.

Algoma, Wis.—We recently bot the elvtr. of Froemming & Busse and will install a feed mill.—Emil F. Zillmer, mgr., Algoma Farmers Co-op. Co.

Tomah, Wis.—The recently incorporated Tomah Equity Shipping & Elvtr. Ass'n has bot the elvtr. of J. Mosher and will operate it. W. E. Bolton has been elected pres. of the company.

Durand, Wis.—Our elvtr. was struck by lightning at 1:30 p. m., Oct. 10, and completely destroyed. The old frame elvtr. was built in 1882 and had 26 bins with a capacity of 30,000 bus. It was 26x80 ft., was equipped with hopper scales, and was in good condition. We expect to rebuild as soon as convenient a modern fireproof house on the same site. For the present we will continue business at the elvtr. of J. J. Black.—Pfeiffer Elvtr. Co.

MILWAUKEE LETTER.

The Chamber of Commerce entertained its new traffic mgr., J. L. Bowlus, at a banquet at the Athletic Club, Oct. 5. Pres. Harry Stratton was toastmaster and speeches were made by Mr. Bowlus and Harry W. Ploss.

Miss G. L. Plumb, the gifted daughter of Harry A. Plumb, sec'y of the Chamber of Commerce, who received the degree of bachelor of arts last June at the State University after only 3½ years of study, has been appointed a scholar of philosophy for the present school year, which is the first step toward a degree of Master of Arts.

WASHINGTON

Chehalis, Wash.—The Chehalis Grain Co. has let contract for the erection of a warehouse to cost approximately \$10,000.

WYOMING

Greybull, Wyo.—The new elvtr. of the Consolidated Elvtr. & Milling Co. has been completed and is now receiving grain.

HOLD WHEAT after Oct. 25 until the price of good wheat reaches \$3, is the substance of a proclamation issued by the Wheat Growers Ass'n of the United States from its headquarters at Wichita, Kan. The Ass'n comprises over 70,000 members. Various other farm organizations of the U. S. and Canada have been asked to assist in the holding of wheat.

Exports of Feedstuffs.

August exports of feedstuffs, compared with August, 1919, and for the 8 months ending August were reported by the Bureau of Foreign and Domestic Commerce as follows:

	August, 1920.	1919.	8 mos. ending August, 1920.	1919.
Bran & mids., tons	227	139	2,340	3,820
Corn oil cake, lbs.			42,500	872,880
Cottonseed cake, lbs.	3,400	25,205,187	123,455,957	220,102,232
Cottonseed meal, lbs.	965,150	29,212,006	5,505,130	168,137,866
Dr. gr. mlt. spts., tons			364	1,072
Linseed cake, lbs.	8,537,025	18,113,128	130,781,469	161,702,090
Linseed meal, lbs.	937,714	5,489,491	8,355,583	19,833,896
Millfeed, tons	936	1,317	7,100	6,511

Feedstuffs

STEWARDSON, ILL.—Ralph Whitacre has opened a feed store here.

PAYETTE, IDA.—The Payette Feed Mill has been purchased by Denny & Co.

CONWAY, ARK.—The Kansas City Feed Co. recently moved into larger quarters.

FLOURTON, PA.—The John Voigt cereal plant was recently damaged \$12,000 by fire.

PAYETTE, IDA.—The new plant of the Idaho Alfalfa Milling Co. is now in operation.

SIKESTON, MO.—The Scott County Milling Co. is now manufacturing dairy feeds as well as flour.

GEORGE CAHILL, formerly with the Updike Grain Co., has joined the Ladish Milling Co. of Milwaukee, Wis.

FREEMPORT, ILL.—John Bauscher, long in the feed business in this city, passed away at his home at the age of 57.

BRAN RECEIPTS San Francisco were 154 tons in September compared with receipts of 101 tons in September, 1919.

WENDALL, IDA.—L. C. Clinton and L. M. Ormsby of Boise, Ida., will locate an alfalfa meal mill at this station.

CHICAGO, ILL.—Swift & Co. have registered the word "Duxgro" as their trade mark No. 133,234 for use on feed for ducks.

MEMPHIS, TENN.—The recently organized brokerage concern of Knowlton & Co. will handle feeds and other commodities.

PRINCETON, IND.—The Gibson Livestock Feed Co. has been incorporated for \$100,000 by J. D. Harbin, W. G. Stiefel and O. Hollis.

BRAN RECEIVED at the New York market during the month of September amounted to 283 tons while the shipments amounted to 33 tons.

THE TABLE, "Exports of Feedstuffs," appearing on this page, shows that the export of cotton seed feeds is practically at a standstill.

BFOIT, WIS.—The feed milling department of the Slater & Marsden Co. has been purchased by the Beloit Manufacturing & Supply Co.

A. D. ALLEN, formerly with the Paragon Molasses Feed Co., Paragon, Mo., recently purchased the Smith Flour & Feed Co. at Springfield, Mo.

BRADFORD, PA.—The Smith Bros. Feed Mill was recently damaged \$25,000 by fire. Considerable grain was burned and most of the machinery was destroyed.

ANTIGO, WIS.—The new feed milling plant of the Hirt Brothers Milling Co. was recently completed and is ready for operation. The plant cost over \$20,000.

LINSEED MEAL shipped from Minneapolis during September, amounting to 10,838,879 lbs., was less than half of the 23,403,762-lb. shipment of September, 1919.

WETUMPKA, ALA.—A warehouse of the Union Seed & Fertilizer Co. was recently destroyed by fire. Loss, estimated at \$10,000, was only partly covered by insurance.

WAVERLY, N. Y.—The Kasco Mills, Inc., has been incorporated with a capital stock of \$400,000 by Frederick J. Kieser of Harvestaw, N. Y. A dairy feed business will be conducted.

MEMPHIS, TENN.—The Humphreys Godwin Co. has registered the number "77" as its trademark No. 136,553 for use on stock and poultry feed made of cotton seed meal and cotton seed hulls.

LITTLE VALLEY, N. Y.—The Co-operative Grange Federation recently established a feed manufacturing plant in an old malt house of the Fleischman Malting Corporation. The building which has a grain storage capacity of 300,000 bus. is being extensively remodeled.

E. H. BINGHAM is to be the Chicago representative of Penick & Ford, New Orleans, La. Mr. Bingham until recently represented Parker & Graff.

LEROY, N. Y.—The LeRoy Cold Storage & Produce Co. has equipped a building with feed grinding machinery and will grind feed in the future as well as operate the cold storage plant.

HAMILTON, O.—The Miami Milling Co., of Oxford, O., has leased a large warehouse in this city from which it will wholesale bran, middlings, and cracked grain as well as retail flour.

NAMPA, IDA.—The Nampa Milling & Elevator Co. has installed a new feed grinder having a capacity of 70 bushels per hour. The Barnard & Lees Manufacturing Co. had the contract.

MINNEAPOLIS, MINN.—I. B. Swanson, long with the Washburn-Crosby Co., has gone into the feed business on his own account as head of the I. B. Swanson Co., recently incorporated for \$50,000.

SPRINGFIELD, MO.—The Newton Seed Co. contemplates the erection of a new warehouse to replace the one that collapsed under the weight of 76 carloads of hay. No one was hurt in the accident.

WOODSTOCK, ILL.—The Woodstock Milling Co. was recently incorporated for \$50,000. A feed and flour business is to be conducted. Incorporators are B. T. Smiley, F. L. Bonslett and William Bonslett.

ST. LOUIS, MO.—W. A. Adam, for many years with the National Feed Co., has gone with the Reed-Adam Feed Co. The Harry Adam connected with the Reed-Adam Co. is a brother to W. A. Adam.

MONTGOMERY, ALA.—We expect to increase our manufacturing and elevator facilities some, tho not to exceed 50%. We have let contract for remodeling. We have given no other contracts yet.—Capital Grain & Feed Co.

BUHL, IDA.—The Buhl Chamber of Commerce is endeavoring to have an alfalfa meal mill established in this city. This is an excellent alfalfa country and such an enterprise would have the encouragement of the producers.

CLEVELAND, O.—C. H. Hitch has entered the feed brokerage business in this city on his own account. Mr. Hitch was manager of the feed department of the Cleveland Grain Drying Co. until the handling of feed was discontinued.

MILWAUKEE, WIS.—E. J. Lachmann and William Krueger, for many years in the feed milling business under the name Krueger & Lachmann Milling Co., have started a bond business in this city under the name E. J. Lachmann & Co.

PEORIA, ILL.—Sloan Bros., manufacturers of stock feed, have moved into their new feed plant. Grinders, mills and other equipment are now being installed. This company until recently has been in the feed milling business at Biggsville, Ill.

OREGON ALFALFA growers in the vicinity of Hermiston, Ore., have organized the Columbia Basin Alfalfa Growers Ass'n. The new organization hopes to increase the amount of alfalfa produced and hopes also to secure better marketing conditions.

THE PLANT of the Midland Linseed Products Co., situated along the Chicago River, Chicago, Ill., has been closed for a week because of damage caused by a fire of unknown origin that started in the basement. Operations will be resumed the week of Oct. 25. All the reconstruction work is being done by James Stewart & Co.

BLOOMINGTON, ILL.—The Illinois Feed & Elevator Co. has been incorporated for \$125,000 by Delmond Sensenbaugh, R. C. Kramer, J. A. Harrison, George Stautz, L. H. Ward, J. E. Dameron and J. A. Eckhardt. The company will operate the old plant of the Hunga-

rian Mill, located along the Illinois Central tracks.

PHILADELPHIA, PA.—The Pratt Food Co. lost \$300,000 when fire partially destroyed its 5-story plant. Sparks caused by the friction of a steel passenger elevator cable are believed to have started the fire. The upper three stories of the building were destroyed and while the lower floors were not burned they suffered considerable damage by water.

Feedingstuffs Com'ite Report.

Wm. G. Crocker, of Minneapolis, Minn., chairman of the Special Legislative Com'ite on Feeding-stuffs of the Millers National Federation, reported to the convention at Chicago Oct. 15, as follows:

Since our report of March 31, 1920, new legislation in New York state has been enacted and will become effective Jan. 1, 1921, and we would suggest that all millers secure a copy of the new law.

Grain screenings are now considered under this law as "roughage" and we call your attention to this clause in the bill:

"In case of compounded feeds containing roughages the percentage of total roughages when the total fiber content exceeds 10 percentum with an allowance of 2 percentum of fiber content for variation."

This means that if you are including your screenings and your bran is labeled "Wheat Bran with Ground Screenings Not Exceeding Mill Run" and you guarantee over 12 percent fiber you must give the percentage of screenings.

Metal fasteners with sharp points shall not be used to attach a tag to the container. The legislation becomes effective Jan. 1, 1921. The bill places a further burden upon millers by insisting that where feed is shipped in burlaps, whether branded or not, it must bear tags giving the required information. We have had this up with the authorities, but they insist that they cannot, by regulation, waive the provisions of the statute.

A conference to consider rules and regulations will be held at the commissioner's office at Albany, on Oct. 6.

In Mississippi there is now a registration fee of \$2 for each label.

Adulteration and Misbranding.

Under the food and drugs act the following judgments were recently rendered in United States District Courts for the Buro of Chemistry:

The Aunt Patsy Poultry Feed Co., Memphis, Tenn., was charged with shipping "Aunt Patsy's Poultry Feed with Oyster Shell" into the state of Texas in violation of the Food and Drugs Act. Misbranding was charged because the label on the feed claimed the following composition: crude fiber, not more than 11%; fat, not less than 3.5%; meat scraps 7%; and oyster shells 2%. Analysis by the buro of chemistry showed that the feed contained less than 3.5% fat and less than 7% meat scraps, contained more than 11% crude fiber and more than 2% oyster shells. The defendant entered a plea of guilty to the information and the court imposed a fine of \$25 and costs.

The Lancaster Commission Co., East St. Louis, Ill., was charged with shipping 200 sacks of adulterated and misbranded shorts from the state of Illinois into the state of North Carolina. Adulteration was charged because reground bran had been packed with the shorts as a substitute for ground shorts. Misbranding was charged because the article was labeled "Brown Shorts" the name of another article and also because the quantity of the products was not plainly marked on the outside of the package. No claimant appeared for the product so the court ordered it sold by the U. S. marshal.

The Union Cotton Oil Co. of Birmingham, Ala., was charged with shipping misbranded cotton seed meal into the state of Maine. Misbranding was charged because the sacks stated the contents contained meal of the following composition: protein 38.62%; nitrogen 6%; ammonia 7.5%; and fiber, maximum 10%. Analysis by the Buro of Chemistry showed the following composition: protein 33.62%; nitrogen 5.39%; ammonia 6.55%; and crude fiber

12.37%. The defendant company entered a plea of guilty and the court imposed a fine of \$100.

The Southern Cotton Oil Co., of New Port, Ark. was charged with shipping cotton seed meal into the state of Michigan in violation of the Food and Drugs Act. Misbranding was charged because the meal was labeled as follows: protein 36% and nitrogen 5.75% whereas the meal contained 33.95% protein and 5.43% nitrogen. The defendant entered a plea of guilty to the information and a fine of \$25 was imposed.

The Quaker Oats Co., of Ft. Dodge, Ia., was charged with shipping a quantity of oats feed from Iowa to Minnesota in violation of the Food and Drugs Act. Misbranding was charged because the "oats feed" was food in package form not conspicuously marked with the quantity on the outside of the package. Upon the defendant company entering a plea of guilty to the information the court imposed a fine of \$100 and costs.

Meeting of U. S. Feed Distributors Ass'n.

Eugene C. Dreyer, of St. Louis, Mo., called the first session of the U. S. Feed Distributors Ass'n at Chicago, Ill., to order at 10:20 a. m., Oct. 14; but there were so few present that an adjournment was taken to 2 p. m., when more than 30 appeared.

Mr. Dreyer told of the proceedings at Minneapolis when a com'ite of 3 was named to present recommendations to the G. D. N. A., which are published in the report of the proceedings of that convention elsewhere in this number.

Mr. Dreyer: I believe this organization should continue because we have accomplished more in a few months than had been done in 10 years. I took the resolutions to Mr. Crocker, chairman of the feedingstuffs com'ite of the Millers National Federation, and he has wired his com'ite to meet here tomorrow a com'ite of our Ass'n to consider the responsibility for hot bran.

We have had the following reply from J. K. Haywood, chief of the miscellaneous division of the U. S. Dept. of Agri.:

"Receipt is acknowledged of your communication relative to the spoilage of wheat bran.

"You are informed that it is impossible to answer the question asked by you on theoretical grounds. The only way that it would be possible to answer your questions would be by carrying out an elaborate set of experiments; such experiments to cover wheat bran of different moisture contents shipped and stored under various conditions of packing, environment, temperature, moisture, etc. We have never carried out any experiments along this line, nor have we seen any record of such experiments in the literature.

"It is presumed that you understand that if bran is shipped in interstate commerce, and during such shipments spoils to any considerable extent, it would be subject to seizure under the provisions of Section 10 of the Federal Food and Drugs Act, in that it would consist, partially or completely, of a decomposed vegetable substance."

I also had it up with the Buro of Markets and they have no information. The Buro of Explosives of the Am. Ry. Ass'n has it in mind to investigate, the thought of the railroads being that they are paying too many claims on hot bran when the loss should be on the miller.

Dues have been paid by 84 members.

A lot of wheat is moving out of this country and we do not get the feed and the dairies do not get the feed. The Millers National Ass'n will appreciate our passing a resolution here addressed to the shipping board to do away with the discrimination against flour.

H. L. Strong, Wichita, Kan.: I move that we go on record in such a resolution. *Unanimously carried.*

Beatty, Smith and Fehling were appointed the com'ite to prepare the resolution.

Harry Smith, Buffalo: This organization should be continued.

Mr. Strong: I am for the Ass'n.

L. C. Newsome, Pittsburgh: Gene Dreyer of St. Louis is responsible for all we have accomplished.

Sec'y-treas. pro tem Sosland reported \$2,029.52 in the treasury with all bills paid.

Mr. Purchase: I move that a permanent organization be formed. *Carried.*

The following officers then were elected: Pres. E. C. Dreyer; vice-pres.: L. C. Newsome, Pittsburgh, Pa.; Roy Purchase, Minneapolis, Minn.; W. O. Fehling, Philadelphia, Pa.; H. Lancaster, St. Louis, Mo.; sec'y, Robert Beatty, Minneapolis; and treas., Carl Wehman, Minneapolis. Directors: Oscar Opsal, Minneapolis, Minn.; N. Blydenstein, Pendleton, Ore.; C. W. Wager, Philadelphia, Pa.; H. R. Wilbur, Jamestown, N. Y.; C. M. Woodward, Kansas City; H. L. Strong, Wichita, Kan.; Harry Smith, Buffalo, N. Y.; P. R. Lowe, Pittsburgh, Pa.; J. E. Picard, Chicago, Ill.; Edward L. Pierce, Washington, D. C.; Charles R. Matthews, New Orleans, La.; B. F. Schwartz, New York; W. C. Nothorn, Little Rock, Ark.; Seth Catlin, Jr., Boston, and Morris Cohen, Minneapolis, Minn.

Adjourned to Friday.

Mr. Dreyer called Friday morning's session to order at 11:10 a. m. with about 25 present.

C. G. Wheeler of Washington told what the Buro of Markets hoped to do for the dealers.

Mr. Dreyer: I move that this organization adopt the definitions of the feedingstuffs control officials. *Carried.*

Mr. Strong: I move that after the trade rules have been drafted they be mimeographed and sent to the members for suggestions. *Carried.*

Mr. Wehman: I move the com'ite be composed of 5 members. *Carried.*

Mr. Blydenstein: We should have a man on the com'ite familiar with all feeds.

Adjourned to 2 p. m.

At the afternoon session Mr. Dreyer stated that a conference had been held at noon with Crocker, Andrews and Brode of the Millers Federation.

Mr. Robinson of the com'ite reported that it was agreed to co-operate in drawing up a uniform contract.

Mr. Dreyer: The intent and purpose of this Ass'n is to embrace feeds of all descriptions.

Frank T. Liddy, Chicago: When a mill finds itself unable to fill a contract it should be settled by a rule of this organization requiring cancellation out or buying in.

Roy Purchase of Minneapolis: The Minneapolis mills do not listen to any suggestion that the buyer buy in for their account.

It was voted to appoint a traffic com'ite; and Edw. Lee Pierce of Washington was named chairman.

H. B. Dorsey, Ft. Worth, sec'y of the Texas Grain Dealers Ass'n, told how his Ass'n handles contract breakers.

Adjourned.

Among those in attendance were:

B. Ackerman, Lima, O.; Wm. Altenbernd, St. Louis, Mo.; Robert T. Beatty, Minneapolis, Minn.; Nico J. Blydenstein, Pendleton, Ore.; L. F. Brown, Chicago, Ill.; Frank Cain of E. I. Bailey & Co., Cleveland, O.; Seth Catlin, Jr., Boston, Mass.; R. W. Chapin, Chicago, Ill.; M. F. Cohn, Buffalo, N. Y.; A. L. Cottrell, Elgin, Ill.; C. O. Dickelman, Milwaukee, Wis.; H. B. Dorsey, Ft. Worth, Tex., sec'y Texas Grain Dealers Ass'n; E. C. Dreyer St. Louis, Mo.; J. M. Ernst, Arcola, Ill.; J. H. Emery, Milwaukee, Wis.

W. D. Fehling, Philadelphia, Pa.; A. J. Gallagher, Minneapolis, Minn.; E. C. Kessler, Jamestown, N. Y.; Frank T. Liddy, Chicago, Ill.; A. E. Neass, Minneapolis, Minn.; R. F. Morgan, Lodi, O.; H. T. Morey, Buffalo, N. Y.; L. C. Newsome, Pittsburgh, Pa.; H. T. Noble, Dixon, Ill.; Frank O'Bannon, Claremore, Okla.; Oscar Opsal, Minneapolis, Minn.; D. H. Owen, Youngstown, O.

Edward Lee Pierce, Washington, D. C.; Roy Purchase, Minneapolis, Minn.; F. E. Ropte, Minneapolis, Minn.; H. A. Smith, Buffalo, N. Y.; David Sosland, St. Louis, Mo.; H. L. Strong, Wichita, Kan.; G. C. Wheeler, Buro of Markets, Washington, D. C.; Paul Whitman of B. F. Schwartz & Co., New York, N. Y.; and W. B. Wood, Kansas City, Mo.

Seeds

BEMIDJI, MINN.—The Courtney Seed Co., of Fergus Falls, has opened a branch here.

NEW YORK, N. Y.—Flaxseed received at this market during September totaled 465,425 bus.

NEWARK, O.—The J. A. Black Co. has purchased the seed business of the M. O. Drummer Co.

MIDLAND, ONT.—A. E. Copeland will erect a seed store to cost nearly \$10,000. Contract has been let.

WINNIPEG, MAN.—One hundred forty-eight cars of flax seed arrived at this market during September.

MADISON, S. D.—F. H. Sloan has sold his interests in the Union Grain & Seed Co. to Edward Miller.

YIELD OF FLAX in Missouri will be about 8 bus. to the acre this year.—Missouri Crop Reporting Service.

GUTHRIE, OKLA.—The Long & Whitley Co., dealers in feed and seed, lost \$30,000 by a fire of unknown origin.

CALDWELL, IDA.—B. M. Holt, pres. of the Holt Seed Co., was recently found dead with a bullet wound in his head.

MINNEAPOLIS, MINN.—The Archer-Daniels Linseed Co. recently increased its capital stock from \$1,000,000 to \$2,000,000.

THE 10TH ANNUAL Idaho Seed Show will be held at Nampa, Ida., early in January. Over \$1,500 in prizes are to be awarded.

CALIFORNIA's bean crop is only about 30% normal, according to an announcement made by the California Bean Growers Ass'n.

SAN FRANCISCO bean receipts of 45,548 sacks during September were less than one-third the bean receipts of 146,289 sacks in September, 1919.

EMPLOYEES of the Charles H. Lilly Co., Seattle, Wash., recently held their annual picnic and outing at a pleasure resort just outside of Seattle.

AUGUST BELL, pres. of the American Seed Co., passed away at his home in Ft. Worth, Tex., recently. The company operates at Ft. Worth and St. Louis.

THE MINNESOTA Crop Improvement Ass'n will hold its annual seed exhibition at St. Paul, Minn., on Feb. 24, 25 and 26. Over \$4,000 in prizes will be distributed. According to the officers of the Ass'n the program will include several speakers from outside the state as well as many Minnesota speakers.

Imports and Exports of Seeds.

August imports and exports of seeds, compared with August, 1919 and for the 8 months ending August were reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS.			
	August, 1920.	1919.	8 mos. ending August, 1920.	1919.
Beans & lentils, bus.	148,260	365,874	1,822,405	3,210,635
Castor beans, bus.	150,765	134,702	948,016	720,463
Flaxseed, bus.	1,695,510	1,232,722	17,294,697	7,008,316
Red clover, lbs.	253,923	476,807	12,680,161	2,229,351
Other clovers, lbs.	917,971	1,209,121	10,905,995	7,784,121
Other grass seeds, lbs.	471,397	1,154,793	18,791,767	5,528,072
Peas, bus.	622,174	330,296	1,495,774	1,608,701
Sugar beet seed, lbs.	858,400	239,250	15,259,487	892,068
EXPORTS.				
Beans, bus.	91,131	255,386	1,464,868	3,431,789
Flaxseed, bus.	95	439	14,658	7,508
Clover seed, lbs.	2,292	20,616	2,828,349	5,697,243
Timothy, lbs.	337,816	580,723	9,147,868	7,856,574
Other grass seeds, lbs.	164,199	300,418	2,324,176	2,447,353

SPRINGFIELD, MO.—The warehouse of the Liscomb Seed Co. is rapidly nearing completion.

GRAND JUNCTION, COLO.—A. C. Hattaway, until recently in the seed business at Augusta, Ga., has purchased an interest in the Grand Junction Seed Co.

THE AMERICAN MUTUAL Seed Co., of Chicago, Ill., lost \$10,000 when fire originating in the freight warehouse of the C. J. Ry. Co. spread to its seed warehouse.

WATERLOO, IA.—Eason Bros. and the Iowa Flour & Feed Co. have started work on a warehouse which will be used jointly by the two concerns for the storing of feed and seed.

THE WING SEED Co., of Mechanicsburg, O., has purchased the Marshall Seed Co. at Fort Lauderdale, Fla., and is now operating it as a branch of their Ohio plant. Russell Snow is manager.

MOUND CITY, IA.—The A. A. Berry Seed Co. and J. W. Berry of Clarinda, Ia., have associated themselves with the Mound City Mill & Elevator Co. which recently increased its capital stock to \$200,000.

NEARLY HALF of the 23,500,000 lbs. of clover seed imported into the United States in the eight months ending August, came from France. Italy was the next largest contributor to our markets, sending us a little over 5,000,000 lbs.

LANSING, MICH.—Yield of clover seed will average 1.9 bus. to the acre, or a total of 144,000 bus. The 1919 crop totaled 101,000 bus. The crop of clover seed in all parts of the United States is estimated at 1,576,000 bus.—Verne H. Church, Agri. Statistician.

GILROY, CAL.—The Pietrs-Wheeler Seed Co. recently lost \$100,000 when fire destroyed its plant. The fire got beyond control when flames totally damaged the emergency fire pump. The fire, which came just at the rush fall seed cleaning season, entirely destroyed many tons of seed. The company carried \$80,000 insurance.

THE ANNUAL WISCONSIN Seed Show is to be held at La Crosse this year. Last year the show was held at Madison and over 3,000 persons attended. The La Crosse Chamber of Commerce recently stated that with dealers and growers from both Wisconsin and Minnesota invited this year, there should be a record attendance.

UTAH ALFALFA SEED will probably average 4.9 bus. per acre, compared with a yield of 4.5 bus. per acre in 1919. Total yield of alfalfa seed will be 77,420 bus. from 15,900 acres, compared with 54,000 bus. from 12,000 acres in 1919. Clover seed condition continues very promising.—M. M. Justin, Bureau of Crop Estimates, Salt Lake City, Utah.

SIGOURNEY, IA.—We expect to have our new structure completed within 30 days. We are installing additional equipment of the latest type which will give us one of the best equipped seed plants in the middle west for the handling and recleaning of all varieties of field seeds as well as seed corn.—Bruns Seed Co., Inc., O. G. Sappington, sec'y.

DULUTH, MINN.—Flaxseed receipts at this market during September were almost three times the receipts of September, 1919. Shipments increased in about the same proportion. Figures of the September movement follow: Receipts, 523,602 bus., compared with 194,173 bus. received in September, 1919; shipments, 198,535 bus., compared with 50,460 bus. shipped in September, 1919.

THE JOHN H. ALLEN SEED Co., of Sheboygan, Wis., has purchased the holdings of the Farmers Mill & Elevator Co. at Rexburg, Ida. A complete system of seed cleaning machinery is being installed. The new location of the company, which specializes in peas for seed, is in the heart of a great pea seed producing area. Peas for seed were a profitable crop in this locality this year, yielding from 35 to 60 bushels to the acre and bringing the producer \$5 to \$8 per hundred pounds.

MILWAUKEE, WIS.—The Milwaukee Seed Warehouse Co. has been incorporated for \$5,000 by Charles Powell, M. W. Malone and E. L. Rosenberg.

FLAXSEED RECEIPTS at Ft. William, Ont., for the month of September were 111,147 bus., compared with 30,208 bus. received in September, 1919. Shipments also showed a large increase, being 174,231 bus., compared with 24,318 bus. shipped during September, 1919.

BETTER SEEDS for the vicinity of Hazelton, Ida., is the purpose of a local seed show being conducted by Manager Gale of the local grain elevator. Producers having any kind of seed may place it on exhibit at Gale's elevator with their name and the quantity for sale. No charge is made for this service. Mr. Gale thinks that the exhibition and distribution of the better seeds will stimulate an interest among the farmers and that they will therefore seed better grain.

TOLEDO, O.—Clover seed hesitates. Prices look low. Will farmers help themselves by keeping most of the crop out of sight? Federal Reserve Board is not disposed to help them hold their crops for higher prices. This makes large dealers timid about anticipating their spring wants. They generally load up in the fall and wait until spring for their answer. The demand later should be much larger than any recent season. Farmers do not have a large crop very often. Their land needs it. They cannot expect to rob their soil continually unless they occasionally jolly it with a fertilizer. October receipts have been small, considering the crop and exceptionally fine weather for securing it.—C. A. King & Co.

NEW YORK, N. Y.—The I. L. Radwaner Seed Co. has been given judgment against Castane Oliva of Barcelona, Spain, in the Supreme Court, for \$10,000 damages, growing out of a controversy over a lot of alfalfa seed bot by the Radwaner Seed Co. from the Spanish firm on sample and guaranteed test. When the seed arrived at New York it is alleged by the buyer to have been much below in purity and germination tests than the selling sample, and the kernel and appearance of the seed was much inferior, darker and smaller than the purchase sample. Therefore the New York firm refused payment for the goods, stating their objection. However, notwithstanding that the seed was below contract requirements they offered to clean the seed for account of the Spanish shipper.

TOLEDO, O.—Clover seed, like stocks, grain and every other commodity in this market, has become oversold. Everybody was too intensely bearish, and there is too much company on that side. Hedgers and short sellers sought this market. Toledo was, and is, the dumping ground for the world. Naturally seeks the market that has future trading to fall back on. Many think price cheap enough and won't sell much lower but see no prospect of an advance for some time; figure the trade will be slow to anticipate next spring's requirements; think they will wait or buy only as they have a place to put it. Old stocks carried over; good crops in some states; poor in others; tight conditions of money, all work against high prices. On the other hand, market has had a big workout and probably discounts all these conditions, and any improvement must favor the holder. Loss of old "John Confidence" seems the main factor. Restore that and a few leaders to take hold, and sentiment would soon change. Markets are made up of 75% confidence and sentiment, and lately both of these have been lost in the shuffle. Majority of reports from Ohio show crop to be very deficient, and will offset the bumper reports from Indiana. Wisconsin's early prospects have been largely reduced. Some of the western states have been favored. Will the farmer sell at this level? He's the right one to carry it, and if he does, receipts in this market will be light.—J. F. Zahm & Co.

CHINESE FLOUR recently made its appearance on English markets.

From the Seed Trade.

SIGOURNEY, IA.—The acreage in our section devoted to clover, timothy, alfalfa and millet has been increased somewhat this year. There are ample hulling facilities in our section. The farmers have a tendency to hold their seed for better prices. The clover yield is about fifty per cent over last year, but the timothy yield is about normal in our section. For the past fifteen years we have made a specialty of seed corn breeding and development. We supply seed corn to the trade in any quantity from bag lots to carloads. We already have in our files requests from the trade for quotations on over a quarter of a million bushels of wholesale seed corn.—Bruns Seed Co., Inc., O. G. Sappington, sec'y.

REXBURG, IDA.—As our acreage devoted exclusively to seed peas has increased from year to year in Idaho, we have found it necessary in order that we might continue to give the best of "service" to local communities and farmers growing for us, to have a larger capacity and a more diversified one than we originally laid out at St. Anthony, which today is our chief headquarters in the West. For that reason we did purchase a warehouse property in Rexburg, Idaho, having a capacity of 20,000 bus., at which point we concentrate from the surrounding country and clean for reshipment to Sheboygan the seed peas that are grown by the farmers in that particular district. The plant is under the management of Mr. F. C. Maynard, who represents us in that portion of the West, and whose home is at Rexburg.—John H. Allan Seed Co., Sheboygan, Wis.

Forage Plant Seed Imports for September.

Imports of forage plant seed during September were reported in pounds by the Bureau of Plant Industry, U. S. Dept. of Agri. as follows:

alfalfa 44,100; Canada blue grass, none; alsike clover, 87,000; crimson clover, 998,100; red clover 6,800; foxtail millet 14,700; orchard grass, none; rape 170,900; English rye grass 15,600; Italian rye grass 49,800; and hairy vetch 33,000 compared with imports in September, 1919 of alfalfa 1,644,700; Canada blue grass 47,000; alsike 845,800; crimson clover 2,600,300; red clover 1,157,000; millet, none; orchard grass 217,000; English rye grass 134,400; Italian rye grass 33,600; and hairy vetch 46,300.



New Concrete Elevator at Colwell, Ia.

Colwell Replaces Burned Elevator.

Immediately after the elevator of the Colwell Grain Exchange, Colwell, Ia., was destroyed by fire, almost a year ago, plans were drawn up for the erection of a plant to be constructed of reinforced concrete and to have a storage capacity of 25,000 bus.

The elevator has been completed and is said to be the last word in modern grain elevators. From the foundation to the roof, the plant is reinforced concrete thruout. Electric wiring has been installed for both motive power and lighting and signaling systems. The structure stands 97 feet high and covers an area of 20x26'. The elevator proper is divided into eight large bins. Adjoining the elevator is the office, engine and furnace room. These are also of concrete.

The latest type machinery is now being installed by the manager, P. A. Saddler, and it is expected the plant will be open to receive grain soon. The elevator is located on the Charles City & Western Ry. Exceptional precautions have been taken to prevent another fire, lightning rods having been installed.

The plant was erected by the Newell Construction Co. with W. C. Hall supervising the work.

COLOMBIA, South America, contemplates following Cuba in declaring a moratorium. The trouble in Bogota is due to the low price of coffee, leading to a financial stringency. J. Bolgiano & Co., seed dealers of Baltimore, Md., recently had a cable from Havana advising them as follows: The President of Cuba has decreed a moratorium, suspending cash payments for 50 days against documents. Stop if you have shipments of corn to Cuba, pending advice canceling shipments. Merchants here cannot pay for merchandise on arrival of drafts.



HEADQUARTERS FOR OFFICIAL
BROWN-DUVEL MOISTURE TESTERS,
PERCENTAGE SCALES, WEIGHT PER
BUSHEL TESTERS
AND ALL GRADING
EQUIPMENT.

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PRICE FOR GRAIN
BECAUSE WE GRADE
IT WITH **SEEDBUERO**
QUALITY TESTING
EQUIPMENT.

SEED TRADE REPORTING BUREAU

619 623 POSTAL TELEGRAPH BLDG. CHICAGO, ILL.

Grain Carriers

PORTA COSTA, CAL.—Over \$25,000 worth of feed and grain were lost when the wharves of Straus & Co. sank into the bay.

AMERICAN COMPETITION and business depression is given as the cause of the large number of British ships lying idle in British ports.

DAILY MOVEMENT of box cars on the Illinois Central averaged 43.65 miles compared with a daily mileage of 39.3 miles during September, 1919.

A FLEET of 5 French sailing vessels recently arrived at San Francisco, Cal., and will take barley on contract from the Pacific Coast to the United Kingdom.

THE INTERNATIONAL Deep Waterways Commission will conduct a hearing in Chicago on the proposed Great Lakes-St. Lawrence Deep Waterway on Oct. 29 and 30.

SHIPPERS are given credit for their co-operation in speeding up the movement of freight on American carriers in a recent report of the Ass'n of Railway Executives.

THE PHILADELPHIA & Reading R. R. on Oct. 18 announced that its working force had been reduced by 1,000. All remaining employees are to be placed on an 8-hour basis.

BUFFALO DESTINED corn and rye are now being loaded aboard vessels at South Chicago and Chicago at the rate of a million bushels a day, announces the Central Shipping Co.

HEREAFTER RAIL RATES in California will be based on policy and practical needs rather than on mandates says the California Railroad Commission to the Interstate Commerce Commission.

LOADED CARS carried over the Burlington during the two weeks ending Oct. 14 amounted to 85,691 cars, compared with 93,076 cars moved in the corresponding period in 1919. This is a decrease of 7.9%.

GRAIN EXPORTS from the ports of the northwest during the shipping season of July, August and September have been greater than for many years past according to F. W. Clark, manager of the Portland Merchants Exchange.

DISBURSEMENTS to CARRIERS during September by the federal government amounted to \$79,758,610. Most of this expenditure was the result of claims growing out of federal control and payments made under the transportation act.

THE ILLINOIS CENTRAL has employed a newspaperman whose work will be interviewing the farmers and shippers located along the lines of the I. C. In this way it is hoped that many suggestions will be received that will lead to better service.

PAPER CAR LINERS are being used by the Great Northern R. R. on its Butte division in equipping box cars for grain loading. Superintendent of the division Fred Wear stated that the liners would probably add materially to the inadequate car supply.

NEBRASKA CARRIERS are moving about 1,800 cars of grain a week and the complaints from grain shippers are very few at the present time. Nebraska carriers also seem to have enough motive power to move the cars they have on hand.—Nebraska Farm Bureau.

DEMURRAGE RATE INCREASES were denied carriers by the Interstate Commerce Commission on Oct. 17. Carriers wished to make a \$3 per day charge for the first four days after free time, \$6 a day for the next three days and \$10 per day for each succeeding day.

SHIPPERS having an empty car, loading it with a small lot of freight and shipping it at carload rates to another shipper who needs a car was condemned in a circular recently issued by the Ass'n of Railway Executives. The circular appears elsewhere in this number.

ILLINOIS CARRIERS were again on Oct. 19 denied a 40% increase in Illinois intrastate freight rates by the Illinois Public Utilities Commission. The Commission had previously denied a request for the 40% increase and permitted the carriers to establish a 33½% increase.

THE C. M. & St. P. R. R. was the first large road of the country to settle with the federal government for the time the road was operated under federal control. The amount of the settlement reported to be \$30,000,000 was according to pres. of the road H. E. Byram "quite satisfactory to the St. Paul."

RECONSIGNING CHARGES at Kansas City on the C. & A., C. M. & St. P. and the Rock Island have been canceled, according to W. R. Scott, transportation commissioner, Kansas City Board of Trade. The reconsigning charge, also made by the U. P. was not canceled. Cancellation becomes effective on Nov. 1.

NAVIGATION of all kinds on Lake Superior has been severely handicapped by the dense smoke from the forest fires that have been burning in northern Wisconsin. The smoke, hanging over the lake, extends way down to the Soo canals and is thicker than a heavy fog. On Oct. 14 these fires were reported well under control.

MEXICAN FEDERAL controlled railways will earn \$85,000,000 this year says E. P. De Hoyos, general agent of the Mexican Railway Administration. These earnings are greater than any other year since 1911 when the roads made \$58,000,000. According to Mr. De Hoyos equipment shortage is hindering operations on all Mexican carriers.

BECAUSE of the carriers being overmanned during federal control it was reported recently that many roads were reducing the number of their workers. The following roads have denied this report: C. N. W.; C. M. & St. P.; C. B. & Q.; and the New York Central. The N. Y. C. goes so far as to say that more men are needed.

THE MILWAUKEE Chamber of Commerce thru its transportation manager J. L. Bowlus will seek relief from the car shortage by (1) Asking the Milwaukee carriers to furnish additional cars to Milwaukee from other divisions. (2) Asking eastern lines to assign empty cars to Milwaukee. (3) Appealing to the Interstate Commerce Commission.

THE ST. LAWRENCE-Great Lakes Deep Waterway is opposed by the Montreal Chamber of Commerce. At a recent hearing of the Boundary Waterways Commission the Chamber made a formal protest against the project stating that its construction would increase the volume of business moving between western Canada and United States lake ports.

NEW RAILROADS put into operation in the United States during 1919 had a total length of 689 miles. In the 10-year period from 1900 to 1910 new railroad laid averaged 4,734 miles per year. From 1910 new roads laid showed a steady decrease until the low point of last year. Railroad mileage built in 1919 was the lowest of any year since the civil war.

THE KANSAS INDUSTRIAL Court in announcing a 30% increase on intrastate freight rates stated that the Interstate Commerce Commission made a mistake in calculating the needs of western roads and that the 35% freight increase was excessive. The court claims that the error will give western carriers \$192,000,000 more revenue than is necessary to earn 6% on the investment.

PART of the new equipment ordered by the New York Central immediately after that road was released from federal control is being delivered now. The road announces that the rest will be delivered in a continuous and increasing volume during the fall and winter months. Equipment ordered by this road since it has been running its own affairs follow: Locomotives, 196; passenger cars, 265; and freight cars, 11,244.

THE CALIFORNIA Railroad Commission has been appealed to by the Southern Pacific Millers Ass'n to establish a definite minimum on whole grain. The Ass'n claims that the present minimum, the marked capacity of the car, is unfair for it often happens that the shipper has not the minimum amount on hand to ship. The shipper then must refuse the car or must pay freight charges on unused space.

THE PHILADELPHIA BOURSE has gone on record as opposed to the Great Lakes-St. Lawrence Waterway by adopting a resolution drawn up by its pres. Emil Albrecht. The resolution explains that the enormous expenditure would be an uneconomical and impractical expenditure of the taxpayers' money. It also stated that the waterway would open the northern boundary of the country to hostile war vessels.

NEBRASKA CARRIERS REQUEST for a reconsigning charge of \$2 when the road is notified before the car enters the yards and \$5 if the road is notified after the car is in the yards was promptly dismissed by the Nebraska Railroad Commission when the roads failed to show cause for the rate asked. Nebraska grain shippers were represented at the hearing by representatives of the Omaha and Nebraska Chambers of Commerce.

THE COMITE on transportation, Milwaukee Chamber of Commerce, recently gave a dinner in honor of the new manager of transportation, J. L. Bowlus. Mr. Bowlus is well acquainted with all phases of the transportation system, having been with the Wabash R. R. for many years and later was traffic commissioner of the Springfield Chamber of Commerce. For the last 6 years he has been a transportation rate expert of the Illinois Public Utilities Commission.

CANADIAN CARRIERS will be severely taxed this fall and winter warns the Manitoba Publicity Commissioner. The reason he gives is that Canada can expect but very little coal from the United States this season. This will result in a more than usual volume of coal traffic on Canadian carriers from Alberta and British Columbia coal fields just at the time when the western carriers will be endeavoring to bring Canada's extraordinarily large grain crop to market.

PRACTICALLY NONE of the American equipment builders are operating at anywhere near capacity. The companies announce that work will be speeded up if they can get orders. Some American equipment builders are keeping busy by making equipment for foreign carriers. The American Locomotive Co. recently received a \$4,000,000 order for 50 locomotives from the Paris & Orleans R. R. Payment will be 35% cash and 65% in notes payable in one to five years.

THE U. P. is doing its best to reduce the shortage of cars says pres. of the system Carl Gray. In July cars averaged 83.4 miles per day and in August they averaged 80.2 miles per day. These mileages are from 14 to 15 miles more a day than averages for the corresponding months in 1919. Mr. Gray explains that grain cannot be moved out of the Missouri Valley if more cars are not shipped in from the east. He points out that the Missouri Valley is not a consuming territory and therefore very few freight cars are shipped in under load.

DOUGLAS WEBSTER of the McCaull-Webster Elevator Co., Sioux City, Ia., recently made a visit to Chicago to confer with carrier officials about the box car shortage at Sioux City. On his return to Sioux City Mr. Webster announced that the carriers were rebuilding and repairing their equipment as never before in order to overcome the freight car shortage. Speaking of his conference with general superintendent Gillick of the C. M. & St. P. Mr. Webster said that he had been told that the Milwaukee will build but little equipment this year and that the situation would be met by keeping the present equipment in repair and by rapid handling.

EFFECTIVE OCT. 22 the Pennsylvania declared an embargo on export grain thru Baltimore, Md.

A FARMER in Kansas wishing to ship grain direct shall get cars on the same terms as the country elevator operator is a recent order of the Kansas Court of Industrial Relations. Previously, before a farmer could get a car he had to have his grain along the carrier's right of way. Now he can get a car on provision that if it is set off before 10 a. m. it must be billed out the same day.

CARRIERS are reported to be working out a plan whereby each road will receive from its connecting carrier as many cars as it delivers. In this manner it is hoped that carriers will be able to keep as many cars on its line as it owns. Under the present system eastern carriers at Chicago and St. Louis must give a certain number of cars to the western roads regardless of the number of cars delivered.

GRAIN CARS of a new type are being tried out by the Canadian Pacific R. R. Recently a car was built of 75,000 lbs. capacity. The car is divided into two halves. Each half has a hopper bottom with 4 outlet discharge spouts, making 8 discharge spouts on each car. The car is not loaded thru the side door as are our present day cars but thru six doors fitted into the top of the car. The carrier claims that a car of this description may be unloaded in less than 15 minutes.

GRAIN MOVEMENT thru the Soo canals during September showed a substantial increase over the movement during September of last year. Total traffic thru the canal for the month of September also showed a big increase over last year. Wheat passing thru the canal in September amounted to 11,624,488 bus. compared with 10,180,991 bus. in September, 1919. Other grains passing thru the canal amounted to 3,102,770 bus. compared with 2,918,591 bus. in September, 1919.

THE RIGHT of the Interstate Commerce Commission to fix intrastate rates of fare was the subject of a hearing held recently at Washington, D. C. New York and Illinois carriers had asked the I. C. C. for an order allowing a 20% increase on intrastate fares the same as was authorized on interstate fares. Replying to this request John E. Denton, representing public utilities commissions of 39 states, said: "If this Commission has the power to prescribe intrastate rates there remains for the states no effective power to regulate their own intrastate rates. Carriers are taking this step in order to destroy the rate making powers of the state commissions and of the state legislatures. It is a deliberate plan to deprive the people of the country of rights and liberties that heretofore have been an inseparable incident to local self government."

To Blame for the Decline in Prices.

While Gov. Allen and some of the wheat growers of Kansas seem disposed to place all the blame for the decline in prices on the exchange, the cotton growers place the blame on Secretary of the Treasury Houston.

At its annual meeting in Atlanta last week the Georgia division of the American Cotton Ass'n adopted resolutions calling on the President to remove Secretary Houston from office because of his "persistently unfriendly attitude toward agriculture."

Fewer Europeans are fighting now and they are producing much grain. The cotton growers of Africa and India are also anxious to profit by the high prices prevailing for cotton and exchange is not against the producers of the old world.

Europe has bot so much from the United States at inflated prices she is glad to take inferior goods from debtor nations even at the same price. European buyers know our prices have been unreasonable so it is folly for American producers to expect them to buy more until their supplies and our prices have been reduced.

Books Received

BUCKWHEAT, a contribution from the Bureau of Plant Industry, explains the production of buckwheat in the United States and graphically shows our buckwheat producing areas. The booklet also explains that while a comparatively unimportant crop in this country, we are the third largest buckwheat producers in the world, being surpassed only by Russia and France. Seed preparation, time and method of sowing, harvesting and milling are each explained separately. At the close of the booklet is a complete table giving the acreage production and value of buckwheat in the various states. U. S. Dept. of Agri. Farmers Bulletin 1062. Paper, 22 pages.

ACTIVITIES OF COMMERCIAL ORGANIZATIONS in retail trade extension is given in a booklet of the United States Chamber of Commerce. The publication states that civic improvements, industrial development, good roads activities, improvement of transportation facilities, co-operation with county farm bureaus and improvement of marketing facilities of farmers all increase the purchasing power of a community. The work of a local Chamber of Commerce is also outlined. Some of the activities recommended for the local Chamber of Commerce follow: Obtaining speakers to address merchants on retail trade problems; prosecution of transient merchants who have not complied with local regulations; warning the public against sales of goods by peddlers who misrepresent their wares; championing cause of retailer in all legislation affecting his interest, local, state or national; protecting members against advertising mediums which have no advertising value; promotion of co-operative delivery, uniform closing hours and holiday agreements; obtaining the adoption of uniform rules concerning the return of merchandise, granting of discounts, etc.; conducting of pay-up campaigns; obtaining from organizations in other towns and the issuance to its members of confidential information on check forgers, shoplifters, fake solicitors, and all kinds of frauds; and exchanging of credit information among its members. Published by the organization Service Bureau of the Chamber of Commerce of the United States.

The Grain and Hay Show.

Ohio has thrown out a challenge to other states to measure agricultural science with her at the International Grain and Hay Show to be held in Chicago, Nov. 27 to Dec. 4.

Agricultural leaders of the Buckeye state are going after the \$10,000 in prizes offered by the Chicago Board of Trade and at the same time "will make known to all men the agricultural progress of that state," according to W. E. Hanger, Agricultural College Extension Service, Columbus.

Reports received by Prof. G. I. Christie of Purdue University, who is in charge of the Show, indicate that it will be the largest and most comprehensive exhibition of the kind ever held.

The United States Department of Agriculture, state agricultural colleges, state farm bureaus, and corn seed growers associations, Canadian Dominion and Provincial organizations and various other societies are co-operating and will have exhibits at the big show which will be held in connection with the International Livestock Exposition.

"For many years growers have felt the need of an international show where the best grains and forage crops might be brought together and compared," said Prof. Christie. "The big prizes offered by the Chicago Board of Trade to encourage general crop improvement are proving a real incentive. It is appropriate to have the Grain and Hay Show as a part of the livestock exposition since livestock production is based upon production of more and better grain, hay and forage crops. The show is conducted solely in the interests of better agriculture and country life."

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Possibly you have not installed a grain drier because you did not operate your mill or elevator with steam and did not like to install a high pressure steam boiler.

The Ellis Sahara Drier will solve your problem.

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Use a good Telegraph Cipher Code, Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

Universal Grain Code, the most complete and up-to-date code published for the use of the grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages of bond paper contain 14,910 expressions for present-day terms, and no two of them are near enough alike to cause confusion. Bound in flexible leather. Price, \$3.00; Book paper, board cover, \$1.50.

Robinson Cipher Code with 1912 and 1917 Supplements for domestic grain business. Bound in flexible leather, price \$2.25; cloth, \$1.75.

A. B. C. Improved 5th Edition, contains a complete set of five letter code words for every expression in the former edition. Any two of these words may be combined and sent as one word, reducing telegraph tolls 50 per cent. Price in English, \$18.00.

Miller's Code (1917), for milling and flour trades, 3 1/2 x 6 inches, 77 pages, \$2.00.

Riverside Code, fifth edition, for millers and flour dealers. Bound in flexible leather, 228 pages, \$3.00.

Baltimore Export Cable Code, third edition, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 412 pages. Price \$12.50.

Cross Telegraphic Cipher Code, for provision and grain trade. 145 pages, bound in flexible leather, \$2.00.

Your Name in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

GRAIN DEALERS JOURNAL

305 S. La Salle Street, Chicago, Ill.

Supreme Court Decisions

Telegraf Co. Not Liable for Delay During Federal Control.—Where the government under federal status has taken control of a telegraph company's lines, and operates them through the Postmaster General, the company is not liable for delay or failure to deliver a message.—*W. U. Tel. Co. v. Johnson*. Court of Civil Appeals of Texas. 224 S. W. 203.

Speculative Losses and Income Tax.—Under Income Tax Act Oct. 3, 1913, § II, subd. 2B, allowing as a deduction from gross income losses "incurred in trade," such deductions are limited to losses incurred in the actual business of the taxpayer, as distinguished from isolated transactions, and do not include losses sustained through dealings on an exchange by one engaged in another regular business.—*Mente v. Eisner*. U. S. Circuit Court of Appeals. 266 Fed. 161.

Carrier Furnishing Defective Car Liable to Shipper for Injury.—A carrier, furnishing cars to be loaded for shipment, is liable for injuries to the shipper or his employees, due to a defect in a car which might have been discovered by reasonable care in inspection, and it cannot impose this duty to furnish cars reasonably safe on the shipper to its own relief from liability for injury to an employee of the shipper.—*Waldron v. Director General of Railroads*. U. S. Circuit Court of Appeals. 266 Fed. 196.

Sale of Specified Crop.—Seller, who had agreed to deliver beans grown on one tract of land at a certain price, and by other contracts had agreed to deliver beans grown on other tracts at a different price, if entitled to payment for each delivery of beans, was required to specify contract under which deliveries were made, and on refusal or inability to do so was not entitled to payment. Seller could not deliver beans grown on one tract in performance of contract relating to other tract, notwithstanding Civ. Code, § 1479.—*Hogue-Kellogg Co. v. Petit*. District Court of Appeal, California. 192 Pac. 113.

Proving Ambiguous Contract.—Where a telegram from a milling company, engaged in the sale of flour and feed, does not contain any technical or code language, it is not error for the trial court to refuse to permit witnesses, other than the parties to the action, engaged in the same line of business as defendant, to testify as to the meaning of the words employed. In such circumstances, under section 959, Rev. Laws 1910, the essential question is not in what sense mill men would construe the telegram, but in what sense the promisor believed at the time of making the promise, that the promisee understood it. Where a contract, evidenced by a telegram, is ambiguous, and its meaning is disputed, evidence of extrinsic facts and circumstances throwing light upon the intention of the parties is admissible, and the construction of the contract becomes a mixed question of law and fact, and is determinable by a jury under proper instructions of the court.—*Kingfisher Mill & Elevator Co. v. Westbrook Bros.* Supreme Court of Oklahoma. 192 Pac. 209.

Second B/L on Same Shipment Void.—Where agents of a shipper induced agents of the carrier without authority to issue additional bills of lading for an interstate shipment, promising to surrender the original, such bills of lading were void and of no effect, even in the hands of an innocent holder, to whom they were indorsed, for such holder acquired only the title of the transferor. Where the shipper induced the carrier's agent to issue a second bill of lading for an interstate shipment, promising to surrender the first, which had already been negotiated to plaintiff, and the shipment was diverted to the point of destination specified in the second bill, which with draft attached was also negotiated to plaintiff, held that, where plaintiff collected the draft attached to the second bill, it could recover from the carrier, which was liable for the neglect of connecting carriers, only the damages sustained by reason of failure to deliver the shipment at the destination mentioned in the first bill of lading; therefore the amount received from the collection of the draft attached to the second must

be deducted.—*Pioneer Trust Co. v. Missouri Pac. Ry. Co.* Kansas City Court of Appeals, Missouri. 224 S. W. 196.

Thumbs Down on Metric System.

Action on the metric question by the Secretary of Automotive Engineers was decisive at their recent convention at Ottawa Beach, Mich., where a thousand delegates were assembled.

The metric question was on the program for discussion and when the chairman announced the subject a pro-metric advocate jumped to his feet and made a prometric speech. This was received coldly. Then a delegate moved that the S. A. E. go on record as opposed to the compulsory adoption of the metric system. It was seconded by a dozen or more and carried by an uproar of ayes that shook the building. The vote was followed not only by applause but by a real ovation.

Then another delegate stated that it was not enough to simply pass such a resolution but that the position and action of the S. A. E. on this issue should be made known. He then moved that copies of the resolutions be sent to the members of the House and Senate Committees on Weights and Measures. This was carried with a rush.

At an earlier meeting the Aeronautic Division recommended that the English system of measurement be used except in isolated cases. This was unanimously adopted not only by the Division of Standards but by the society.

In order to ascertain the views of members of the S. A. E. many of whom did not attend the convention a questionnaire was sent out by "Automobile Topics" and the results published under the heading "Metrics Not in Favor," the results being that out of 967 votes 250 favored the compulsory adoption of the metric system in this country and 717 were opposed to its adoption.

It is interesting to note that while 659 indicated that they had used the metric system to some extent, only 250 voted in favor of legislation to bring about its adoption in this country.

It is evident that thumbs are down on the compulsory adoption of the meter-liter-gram system.

POTATO FLOUR is to be mixed with imported wheat flour by the Dutch government in an effort to keep down the price of bread. Already 20,000 metric tons of potato flour have been purchased. Establishment of maximum price for bread is expected, according to Consul General George Anderson.

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References: Any bank, mercantile agency, commission firm or the editor of this publication.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. & E. I. in a special Sup. gives the increase in freight rates effective in Indiana on Oct. 3.

C. & A. in a Sup. to tariffs cancels re-consigning charges at Kansas City, Mo., effective Nov. 1.

L. A. Lowrey in a special Sup. to tariffs gives the increase in rates effective on Indiana traffic on Oct. 1.

C. R. I. & P. in a Sup. to tariffs cancels re-consigning charges at Kansas City, Mo., effective Oct. 25.

C. M. & St. P. in a Sup. to tariffs cancels re-consigning charges at Kansas City, Mo., effective Nov. 1.

C. & A. in a special Sup. to tariffs gives the minimum weights on grain and grain products, effective interstate, Sept. 1; Illinois, Oct. 1; and Missouri, Sept. 1.

C. & E. I. in a cancellation notice gives a list of tariffs and supplements withdrawn and cancelled in-so-far as Indiana intrastate traffic is concerned, on Oct. 1.

C. & E. I. in Sup. 17 to 6639-C gives rules governing milling and malting in transit privileges on grain and grain products at stations on the C. & E. I., effective Nov. 15.

C. I. & L. in Sup. 13 to 520 gives the local, joint and proportional and reshipping rates on grain, grain products and grain by-products from Monon stations to points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., Wis., effective Nov. 4.

C. & E. I. in Sup. 22 to 8650 gives joint and proportional rates on grain, grain products and grain by-products also cotton seed, cotton seed ashes and cotton seed hull bran from C. & E. I. stations to points in N. Y., O., Pa., W. Va., and Canada, effective Nov. 15.

Erie in Sup. 14 to 182-D gives local, joint and proportional rates on grain, grain products and grain by-products from Chicago, Englewood, Hegewisch, Pullman Jct., Ill.; Hammond, Highlands, Saxony, Ind., to points in Ind., Ky., Mich., N. Y., O., Pa., W. Va., effective Nov. 15.

C. & A. in Sup. 18 to 1604-E gives the local, joint and proportional rates on grain and grain products between Chicago, Joliet, Peoria, Pekin and East St. Louis, Ill., also St. Louis, Mo., to stations on the C. & A., C. & I. M., C. & N. W. in Illinois and St. Louis, Mo., also to Detroit, Mich., and Toledo, O., and stations on connecting lines in Illinois.

C. & A. in Sup. 13 to 1596-E gives joint and proportional rates on grain and grain products from Illinois stations on the C. & A., C. & I. M. and C. & N. W., also from Louisiana, Mo., to Memphis, Tenn., New Orleans, La., Helena, Ark., and points in Ala., Ark., Fla., La., Miss., and Tenn., also to Key West, Fla., Mobile, Ala., New Orleans, La., Pensacola, Fla., Port Chalmette, La., and Westwego, La., for export, effective Oct. 23.

C. & E. I. in Sup. 9 to 622-F gives local, joint and proportional rates on grain, grain products and grain by-products also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, seeds (Hungarian and millet) and red top seed chaff from C. & E. I. stations also from Henderson and Owensboro, Ky., and from Cairo, Ill. (via M. & O.), Joliet, Ill. (via E. J. & E.), and Mokena Transfer, Ill. (via C. M. & G.), to points in Ill., Ind., Ia., Ky., Mich., Minn., Mo., O., Pa., and Wis., effective Nov. 15.

Central Freight Traffic Ass'n in Sup. 16 to 345 gives the local, joint and proportional rates on grain, grain products and grain by-products from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., Wis., to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse, Utica, and other points of destination named on pages 503 to 625, inclusive, of tariff, as amended, also to points taking same rates or arbitraries higher, as per east-bound basing tariffs and east-bound billing instructions and guide books referred to on pages 78 to 81 of tariff, as amended, and as provided on pages 69 to 77 of tariff, as amended, also bases for rates to Baltimore, New York, Philadelphia, etc., on export traffic, effective Nov. 10.

Supply Trade

PEORIA, ILL.—We have closed our office in this city, moving to Tiskilwa, Ill.—Geo. W. Quick & Sons.

CHICAGO, ILL.—A reduction in the price of structural shapes, plates and bars of \$10 per ton has been made by A. M. Castle & Co.

KANSAS CITY, Mo.—P. A. Carlson, formerly with the Leonard Construction Co., has accepted a position as sales engineer for the Great Western Mfg. Co., and will travel Southwestern territory.

MINNEAPOLIS, MINN.—Few carpenters are refusing 80 cts. and fewer are receiving 90 cts. an hour. Contractors are convinced that spring will bring even greater reductions from the war time wage scale.

SALT LAKE CITY, UTAH.—H. E. Robinson has been appointed representative for Idaho, Utah and Nevada for the Anglo-American Mill Co. For the past four years he has been engaged as installing engineer for the company.

CHICAGO, ILL.—Sharp reductions in the prices of southern pine and douglas fir lumber during October are reported by the *American Contractor*. Southern pine flooring that was \$64 is now \$56 per thousand feet board measure for 1x4 in lengths 8 to 20 ft., grade B and better, f. o. b. mill.

KANSAS CITY, Mo.—The many friends of James H. Sherman, pres. of the Sherman Engineering Co., will regret to learn of his recent death, following an operation. Mr. Sherman was widely known, having prepared plans and specifications for some of the largest mills and elevators in the Southwest and Central States. He invented the hollow-metal-tile system of flooring now used extensively in elevator construction.

NEW YORK, N. Y.—According to a recent announcement the demand for motor trucks is maintaining its steady increase in spite of what would seem to be adverse general market conditions. A significant fact is the tendency toward a greater use of large capacity trucks. This indication of the economies offered to shippers by big unit hauling bears out the general belief that transportation costs can be reduced by encouraging the use of the large capacity truck.

GREAT FALLS, MONT.—In the district court the State Elevator was held to be owing for materials purchased three years ago by the Globe Construction Co. for use in building an elevator. The Globe company has since been dissolved in bankruptcy, and to protect accounts contracted while the elevator was under construction five firms filed liens against the building. The decrees ordered liens foreclosed in four of the cases and gave the other plaintiff a judgment against the elevator.

NEW YORK, N. Y.—Burlap prices continue to be lower and irregular due to the absence of buyers and the India situation is still believed to be weaker. A considerable stock of burlap is held in the different warehouses in this country, although some of the goods cannot be turned over at present prices except at a loss. Large dealers in burlap say their business is much below normal, and at frequent times not more than a sixth of the great demand experienced the last few years.

PITTSBURGH, PA.—Fresh bookings are the lightest in many weeks. Buyers are indifferent to offerings of tonnage which only a few weeks ago would have been most attractive to them. Cancellations and suspensions have been large and still are flowing in upon producers. More mill capacity is being forced to suspend or go on a part time basis. Under these conditions competition has grown keener and prices in a number of lines show increasing unsettlement.—*Iron Trade Review*.

LONDON, ENG., Sept. 22.—Only moderate activity is to be noted in the timber market in Great Britain at present, as fresh goods are arriving from overseas in greater quantities than can immediately be absorbed. For some time to come there must be more goods than customers, and the situation will remain unsettled so long as imports continue to arrive without an immediate market. Financial stringency is undoubtedly at the root of the unsettled situation, for the country's need for timber is greater than the supply; high prices of wood, heavy taxation, and general difficulties of transit and trading are also hindering commercial enterprise.—U. S. Consul Keith Merrill.

ASKED ABOUT the probability of a reduction in elevator construction costs a prominent terminal elevator builder said: "There has been some reduction in the cost of building material. As from 15 to 75% of the cost of building material is represented by labor costs we can expect no great reduction in material costs until there is a reduction in the cost of labor. The whole thing seems like an endless chain. One man's guess should be as good as another's." Another elevator builder said: "The prospective builder has reason to wait with cement worth \$2 a barrel selling at \$3 per barrel and with mills anxious to supply steel and iron at the present prices. Prices are sure to come down. I do not think that the present cost of construction tho is curtailing elevator building so much as the present impossibility of raising money on good collateral."

BRADSTREET's index number on commodity price is \$16.90 against \$17.97 in September and \$20.86 last February, the extreme high. Prices have declined nineteen per cent but are still twice as high as in 1914.—C. A. King & Co.

FOLLOWING the opposition of the Spanish farmers to federal control of wheat, the Spanish government has partially abandoned its plans to control the 1920 crop. Farmers therefore are selling where they wish. Millers have taken advantage of the abandonment of control by promptly raising the price of flour.

Air-Tight Grain Storage and Its Effect on Weevil.

The effect of air-tight grain storage on grain insect multiplication has been the subject of a number of investigations conducted by A. Dendy and H. D. Elkington of the Royal Society of London.

Their work has consisted of noting closely the action of various insects and grains in sealed air-tight vessels.

Weevil placed in an air-tight container were shown to have been killed when the oxygen became exhausted. It was also shown tho that weevil are able to remain alive in air that contains only a very small percentage of oxygen.

Carbon dioxide was also shown to exert a poisonous effect on the weevil aside from the question of diminished oxygen content of the air. An atmosphere containing from 14 to 22% carbon dioxide, about 14% oxygen and kept at a temperature of from 86 to 88 degrees for 12 days entirely killed the pest.

Another thing the investigators found was that moist carbon dioxide is not as harmful to weevil as is a dry carbon dioxide. The moist gas seems to act as a drug which causes the weevil to become semi-conscious and motionless for a long time. The pest is still able to come to life again in pure air.

Other insects enclosed in air-tight vessels with and without grains of wheat died as soon as the oxygen of the air was consumed.

Carbon dioxide expelled by the grains of wheat was found to have been exactly proportional to the temperature and to the moisture content.

In these experiments the only gases that made up the air in the sealed vessels were oxygen, carbon dioxide and nitrogen.

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Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8 1/4 x 13 3/4 inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43.

Price, \$3.25

Grain Dealers Journal

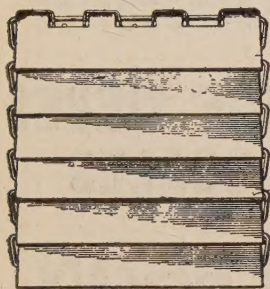
306 So. La Salle St., CHICAGO, ILL.

Patents Granted

1,354,553. Belt Conveyor. N. S. Harter, Waukegan, Ill., assignor to the Cyclone Co. of Waukegan, Ill. This is a conveyor made up of a series of overlapping plates. A series of links are hinged together. Each plate is hinged to one of the link hinges.

1,354,634. Car Seal. Francis Volk, San Francisco, Cal. This seal comprises a lock having an interior chamber. An end of a flexible ribbon is secured to one end of the lock. The other end of the ribbon is held in the lock by a spring supporting mechanism.

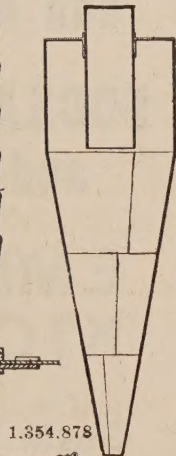
1,354,878. Dust Collector. Robert L. Bobbitt, Wichita, Kan., assignor to the Bobbitt Dust Collector System, Kansas City, Mo. This is a



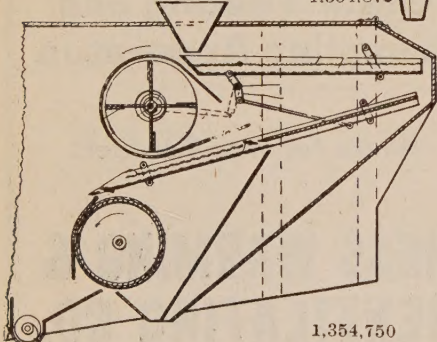
1,354,553



1,354,634



1,354,878



1,354,750

conical dust collector on a cylindrical base. The cone has an altitude that is three times its base diameter. The cylindrical portion of the collector holds an inlet for the dust laden air. The apparatus provides an outlet for dust and an outlet for purified air.

1,354,750. Grain Cleaner. Horace Holton, Falkirk, N. D. This cleaner is contained entirely within a casing. At the bottom of the casing are bins one behind the other. Thru the top of the casing is another hopper thru which the grain originally flows. From the hopper the grain passes on to an upper inclined shaker. Over this shaker is stretched a screen thru which air is forced. Grain not passing thru the screen is directed toward one of the hoppers below. Over this hopper is an inclined gatherboard and a screen with a cutout. Material that slides over the cutout is sent to one of the lower hoppers. Below the cutout is an apparatus for removing the oats and similar seeds that pass thru.

ITALIAN WHEAT acreage is reported by the Italian government at 11,401,000 acres; compared with an acreage in 1919 of 10,615,000 acres. The 1920 yield is estimated at 4,006,400 metric tons, compared with a production of 4,620,400 metric tons in 1919. This year the wheat yield averaged 13 bus. to the acre, compared with a yield in 1919 of 16 bus. to the acre.

Insurance Notes.

DO NOT LET INSURANCE lapse. Lapsed insurance recently cost a Gary, Ind., manufacturing company \$300,000. The company had been carrying insurance on its buildings for some time. For some reason the premium coming due just before the fire was not paid. As a result the loss fell on the owner.

FUSES are the safety valves of an electrical system and are installed for the protection of life and property. When a fuse blows out replace it with another. Under no circumstances insert a penny or bridge the wires instead of using a fuse. Doing so is like tying down the safety valve on a steam boiler. Recently one of the representatives of this department found a fuse board that had six different pennies doing the work of six fuses. —L. T. Hussey, Kansas State fire marshal.

NEW INSURANCE cannot be recovered from loss arising from a fire reigniting from an old fire, is the substance of a recent decision of the Common Pleas Court, Pittsburgh, Pa. A Pittsburgh store owner had a fire in his store at 11 a. m. on Oct. 31, 1917. The fire was not extinguished until about 2 p. m. In the meantime new insurance was to have become effective Oct. 31, 1917, at noon. At 7 p. m. fire, either the old one started over again or a new one, further damaged the store. Insurance companies refused to pay for the damage of the second fire on the insurance starting at noon. On taking the case to court the insurance companies pleaded that (1) Property was supposed to be in insurable condition when the insurance went into effect at noon. (2) Fire was a continuation of the first fire. (3) Insured could not prove the loss caused by the second fire. The court found that the insurance companies need not be held responsible for a second fire.

THE BELGIAN GOVERNMENT recently established the price of flour f. o. b. or delivered locally at approximately \$15.12 per 220 lbs. These figures based on our present rate of exchange.

WE HAVE HAD more than enough of the curious theory that government and business are hostile to each other. They ought mutually to support and sustain each other. It is true, of course, that special favors to particular businesses are always to be avoided; but it is equally true that special antagonism to businesses must not be permitted. We want a fair deal for everybody and every business, and we are going to have an end to the sort of "new freedom" under which some interests have been oppressed and overtaxed while others have been permitted to enjoy the privileges of profiteering and privateering.—Warren Harding.

Durand Elevator Burns.

Lightning caused the destruction by fire on Oct. 10 of the Pfeiffer Elevator, operated by the Pfeiffer Elevator Co. at Durand, Wis., shown in the accompanying engraving. The elevator, which was built in 1882, had 26 bins with a total storage capacity of 30,000 bus., and altho having seen many years of service, the plant and machinery including three hopper receiving scales were in good condition.

The plant was completely destroyed. The owners are already planning the erection of a modern fire proof elevator. Business is now being conducted in the old J. J. Black elevator.



Burning of Pfeiffer Elevator at Durand, Wis.

THE EXCHANGE DIFFERENCE between England and Denmark has resulted in the appearance of considerable Danish oats on British markets.

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THE RUSH SEASON

Don't let down on Fire Prevention during the rush season. This is just the time of the year you need your elevator, and a little extra care may prevent it from burning.

Wire us when you want grain insurance. You will be satisfied with the "Grain Dealers Way."

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Kind of scale used; Station; Car Number and Initials; Shipper's Name; —lbs. equal to —bus. of No.—; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ————R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; and name of the weigher. On the reverse side of both originals and duplicates is a form for recording the weight of each draught.

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Grain Dealers Journal, Chicago, Ill.

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show that 80% of all fires in Mills and Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge, by this office, on request.

Mutual Fire Prevention Bureau
OXFORD, MICHIGAN

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To forget a car of hogs is a little thing to a careless train crew but it may mean ruin to a shipper doing business on a narrow margin.

If you insure your shipments to market under a Hartford Live Stock Transit policy you need not worry about possible loss. They will reach destination in marketable condition or all dead and cripples will be paid for.

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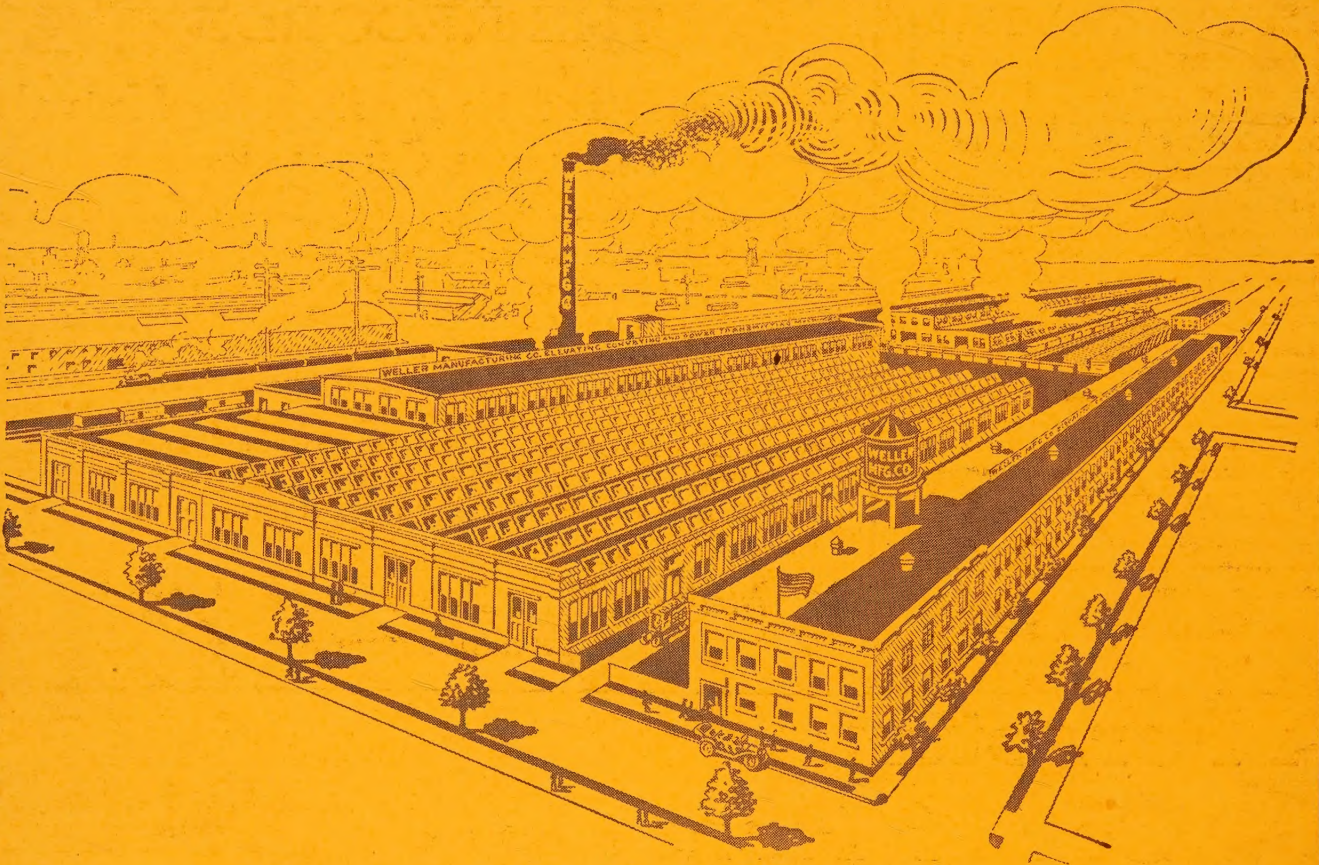
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This Stamp
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